

SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

UNITED STATES



29.6 million
99.9%

Small Businesses
of United States Businesses

57.9 million
47.8%

Small Business Employees
of United States Employees



EMPLOYMENT
1.4 million
net new jobs



DIVERSITY
8.0 million
minority-owned
businesses



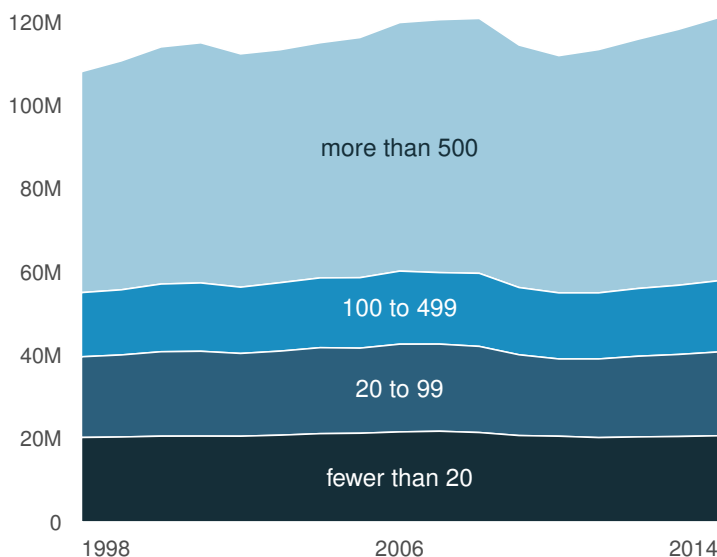
TRADE
97.7%
of United States
exporters

OVERALL UNITED STATES ECONOMY

- Multiple economic indicators consistently signaled a strengthening US economy in 2016. In the second quarter of 2016, the United States grew at an annual rate of **1.2%**. The United States's 2015 growth rate of **2.5%** was up from the 2014 rate of **2.2%**. (Source: [BEA](#))
- The employment situation in the United States continued to improve. In December 2016, the unemployment rate was **4.7%**, down from **5.0%** at the close of 2015. (Source: [CPS](#))

EMPLOYMENT

Figure 1: United States Employment by Business Size (Employees)



- United States small businesses employed **57.9 million** people, or **47.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending December 2016, private-sector employment increased **1.4%**. This was below the previous year's increase of **1.7%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **1.4 million** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **279,691** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **114,447** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **5.2 million** loans under \$100,000 (valued at **\$73.6 billion**) were issued by United States lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,804** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,424**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

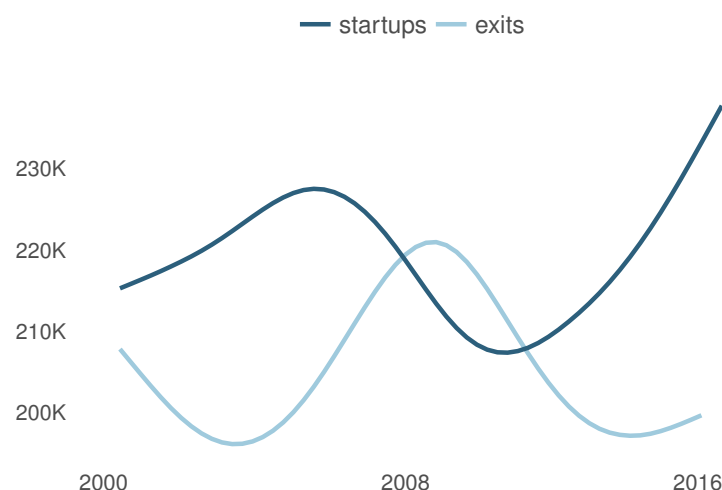
Figure 2: United States Small Business Ownership, 2012



Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $9.9M \div 125.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: United States Quarterly Startups and Exits



- In the second quarter of 2015, **234,000** establishments started up, generating **839,000** new jobs in the United States. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **213,000** establishments exited resulting in **735,000** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 304,466 companies exported goods from the United States in 2014. Among these, 297,519, or 97.7%, were small firms; they generated 33.4% of the United States's \$1.4 trillion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: United States Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	8,585,726	18,852,038	46%
Accommodation and Food Services	7,712,638	12,791,928	60%
Retail Trade	5,444,994	15,372,632	35%
Manufacturing	5,115,574	11,424,251	45%
Professional, Scientific, and Technical Services	4,975,653	8,619,574	58%
Construction	4,726,142	5,705,146	83%
Other Services (Except Public Administration)	4,584,117	5,347,121	86%
Administrative, Support, and Waste Management	3,582,293	10,579,324	34%
Wholesale Trade	3,472,629	5,966,747	58%
Finance and Insurance	1,930,262	6,078,713	32%
Transportation and Warehousing	1,610,300	4,406,767	37%
Educational Services	1,564,776	3,562,364	44%
Real Estate and Rental and Leasing	1,390,267	2,021,372	69%
Arts, Entertainment, and Recreation	1,344,150	2,170,121	62%
Information	895,314	3,364,530	27%
Mining, Quarrying, and Oil and Gas Extraction	309,203	758,971	41%
Agriculture, Forestry, and Fishing and Hunting	133,704	156,363	86%
Utilities	111,648	637,840	18%
Total	57,894,592	121,069,944	48%

Figure 4: United States Small Business Percent of Employment by County

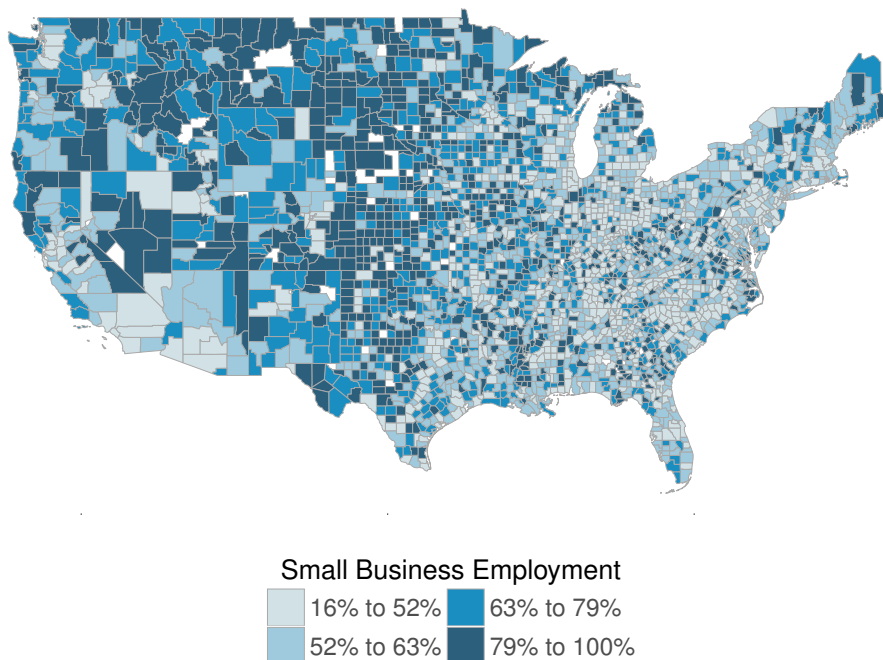







Table 2: United States Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	674,514	630,321	3,680,189	4,354,703
Professional, Scientific, and Technical Services	786,915	739,410	3,363,252	4,150,167
Construction	653,598	603,833	2,442,519	3,096,117
Real Estate and Rental and Leasing	281,567	268,892	2,543,791	2,825,358
Health Care and Social Assistance	646,954	565,139	1,986,042	2,632,996
Retail Trade	648,572	593,352	1,960,682	2,609,254
Administrative, Support, and Waste Management	327,706	291,391	2,075,368	2,403,074
Arts, Entertainment, and Recreation	118,566	103,075	1,311,429	1,429,995
Transportation and Warehousing	171,251	152,552	1,250,881	1,422,132
Finance and Insurance	234,350	217,435	715,767	950,117
Accommodation and Food Services	506,725	397,554	364,001	870,726
Educational Services	86,549	68,347	677,143	763,692
Wholesale Trade	306,839	264,889	416,799	723,638
Manufacturing	248,152	188,361	350,346	598,498
Information	72,028	62,164	331,061	403,089
Agriculture, Forestry, and Fishing and Hunting	21,075	19,752	237,817	258,892
Mining, Quarrying, and Oil and Gas Extraction	22,376	18,766	109,866	132,242
Utilities	5,726	4,518	19,984	25,710
Total	5,806,382	5,205,640	23,836,937	29,643,319

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

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REGULATION • RESEARCH • OUTREACH

ALABAMA



388,850
99.4%

Small Businesses
of Alabama Businesses

772,214
48.1%

Small Business Employees
of Alabama Employees



EMPLOYMENT

8,971
net new jobs



DIVERSITY

92,183
minority-owned
businesses



TRADE

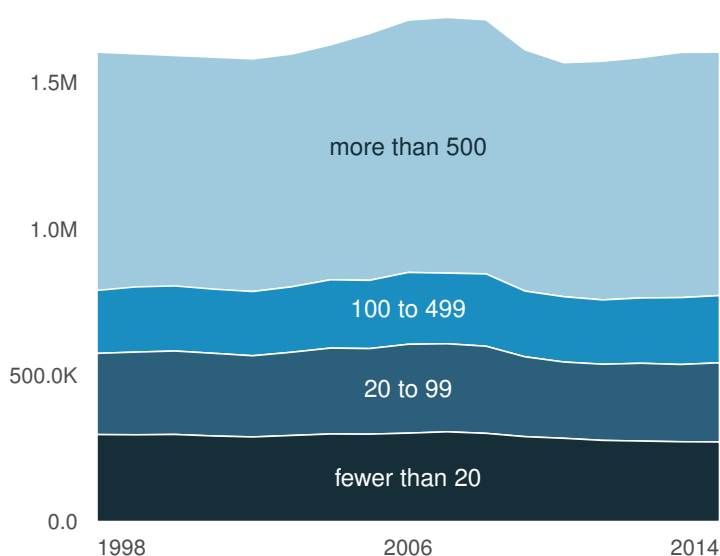
80.9%
of Alabama exporters

OVERALL ALABAMA ECONOMY

- In the second quarter of 2016, Alabama grew at an annual rate of **1.1%**, which was slower than the overall US growth rate of **1.2%**. Alabama's 2015 growth rate of **0.9%** was up from the 2014 rate of **0.1%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.9%**, down from **6.3%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Alabama Employment by Business Size (Employees)



- Alabama small businesses employed **772,214** people, or **48.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.7%**. This was above the previous year's increase of **0.2%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **8,971** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **4,113** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **771** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **53,528** loans under \$100,000 (valued at **\$887.3 million**) were issued by Alabama lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$47,667** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,573**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Alabama Small Business Ownership, 2012

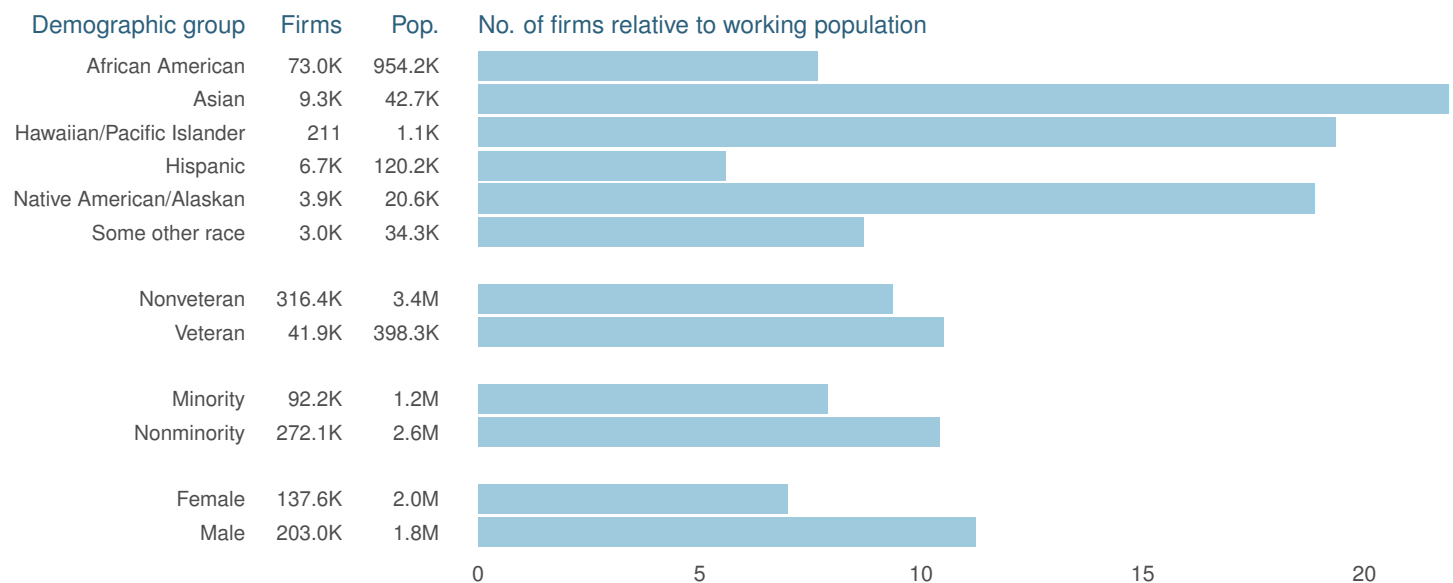
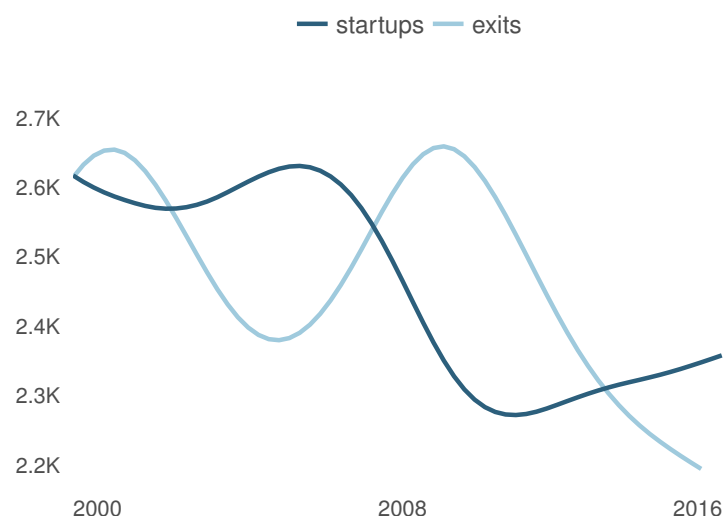


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $137.6K \div 2.0M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Alabama Quarterly Startups and Exits



- In the second quarter of 2015, **2,335** establishments started up, generating **11,152** new jobs in Alabama. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,440** establishments exited resulting in **8,633** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

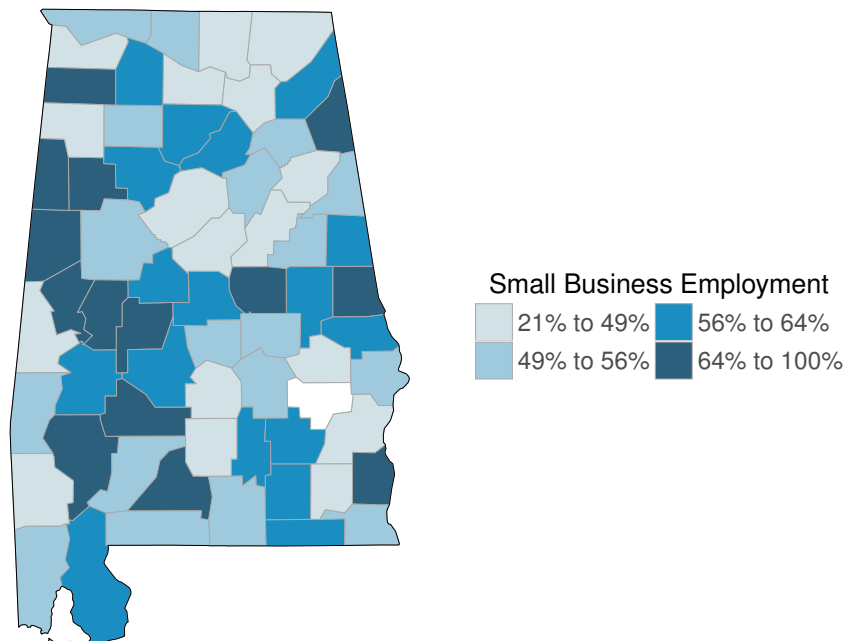
- A total of 4,094 companies exported goods from Alabama in 2014. Among these, 3,313, or 80.9%, were small firms; they generated 20.4% of Alabama's \$18.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Alabama Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	113,630	236,675	48%
Accommodation and Food Services	93,444	165,836	56%
Retail Trade	88,453	227,977	39%
Manufacturing	84,071	243,899	34%
Other Services (Except Public Administration)	68,766	80,861	85%
Construction	63,503	77,743	82%
Professional, Scientific, and Technical Services	57,438	93,495	61%
Administrative, Support, and Waste Management	44,767	129,311	35%
Wholesale Trade	43,839	71,724	61%
Finance and Insurance	24,968	70,052	36%
Transportation and Warehousing	23,973	59,186	41%
Real Estate and Rental and Leasing	15,899	22,975	69%
Educational Services	14,314	25,217	57%
Arts, Entertainment, and Recreation	11,805	17,030	69%
Information	8,962	33,189	27%
Agriculture, Forestry, and Fishing and Hunting	5,779	6,413	90%
Mining, Quarrying, and Oil and Gas Extraction	2,521	7,001	36%
Utilities	2,163	s	-
Total	772,214	1,604,016	48%

Figure 4: Alabama Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Alabama Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	10,019	9,298	64,209	74,228
Construction	7,067	6,294	40,347	47,414
Administrative, Support, and Waste Management	3,342	2,838	37,761	41,103
Professional, Scientific, and Technical Services	8,051	7,363	32,439	40,490
Retail Trade	10,560	9,509	28,405	38,965
Real Estate and Rental and Leasing	2,831	2,611	29,803	32,634
Health Care and Social Assistance	7,820	6,646	22,097	29,917
Transportation and Warehousing	2,218	1,859	13,192	15,410
Arts, Entertainment, and Recreation	1,008	858	11,623	12,631
Finance and Insurance	2,909	2,569	8,065	10,974
Accommodation and Food Services	5,531	4,187	4,904	10,435
Wholesale Trade	3,725	2,922	5,245	8,970
Educational Services	751	580	7,382	8,133
Manufacturing	3,364	2,336	4,519	7,883
Agriculture, Forestry, and Fishing and Hunting	772	718	4,207	4,979
Information	606	486	2,941	3,547
Mining, Quarrying, and Oil and Gas Extraction	141	95	708	849
Utilities	93	61	289	382
Total	70,714	61,380	318,136	388,850

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ALASKA



72,042
99.2%

Small Businesses
of Alaska Businesses

142,761
53.5%

Small Business Employees
of Alaska Employees



EMPLOYMENT

1,978
net new jobs



DIVERSITY

13,680
minority-owned
businesses



TRADE

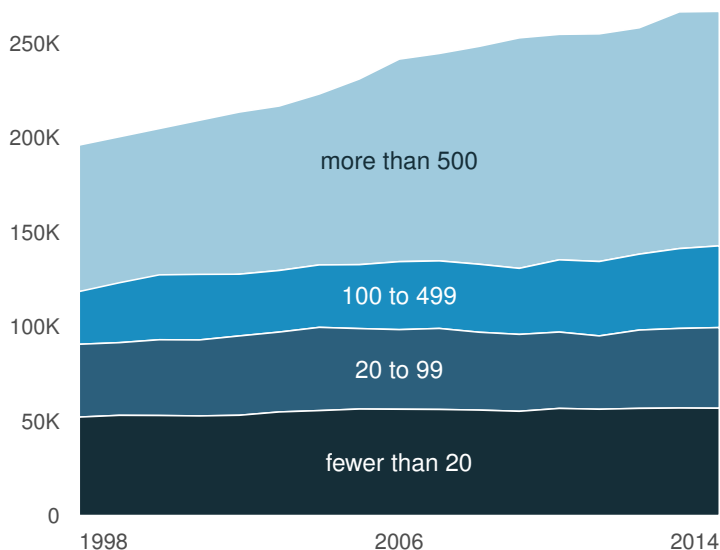
74.2%
of Alaska exporters

OVERALL ALASKA ECONOMY

- In the second quarter of 2016, Alaska grew at an annual rate of **-2.0%**, which was slower than the overall US growth rate of **1.2%**. Alaska's 2015 growth rate of **-0.6%** was up from the 2014 rate of **-3.3%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **6.8%**, up from **6.6%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Alaska Employment by Business Size (Employees)



- Alaska small businesses employed **142,761** people, or **53.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.5%**. This was below the previous year's decrease of **0.4%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **1,978** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **652** net jobs. The largest losses were in firms employing 250 to 499 employees, which lost **157** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **14,166** loans under \$100,000 (valued at **\$217.7 million**) were issued by Alaska lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$55,530** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$30,655**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Alaska Small Business Ownership, 2012

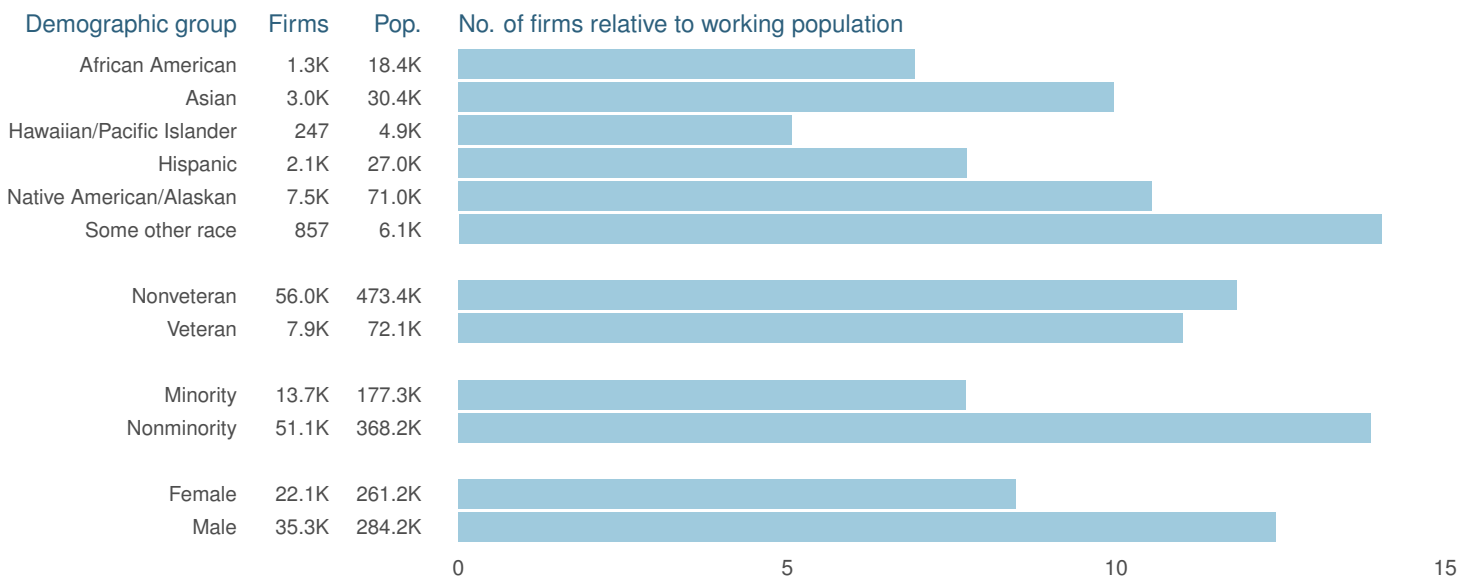
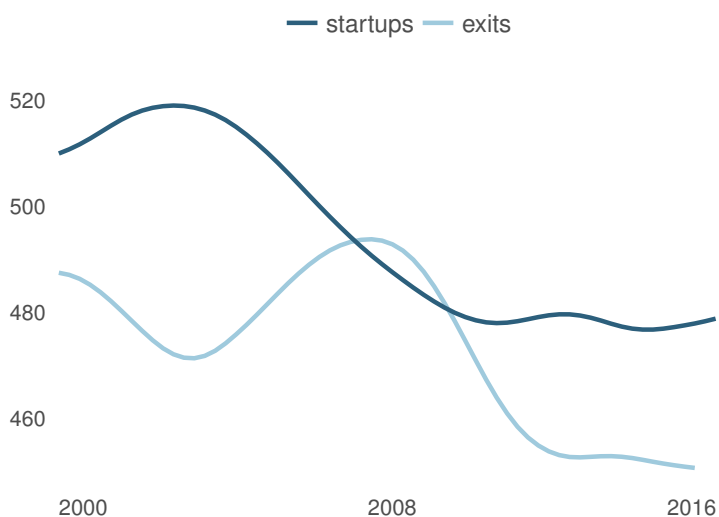


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BUSINESS TURNOVER

Figure 3: Alaska Quarterly Startups and Exits



- In the second quarter of 2015, **447** establishments started up, generating **1,474** new jobs in Alaska. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **476** establishments exited resulting in **1,737** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 570 companies exported goods from Alaska in 2014. Among these, 423, or 74.2%, were small firms; they generated 39.0% of Alaska's \$4.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Alaska Employment by Industry, 2014





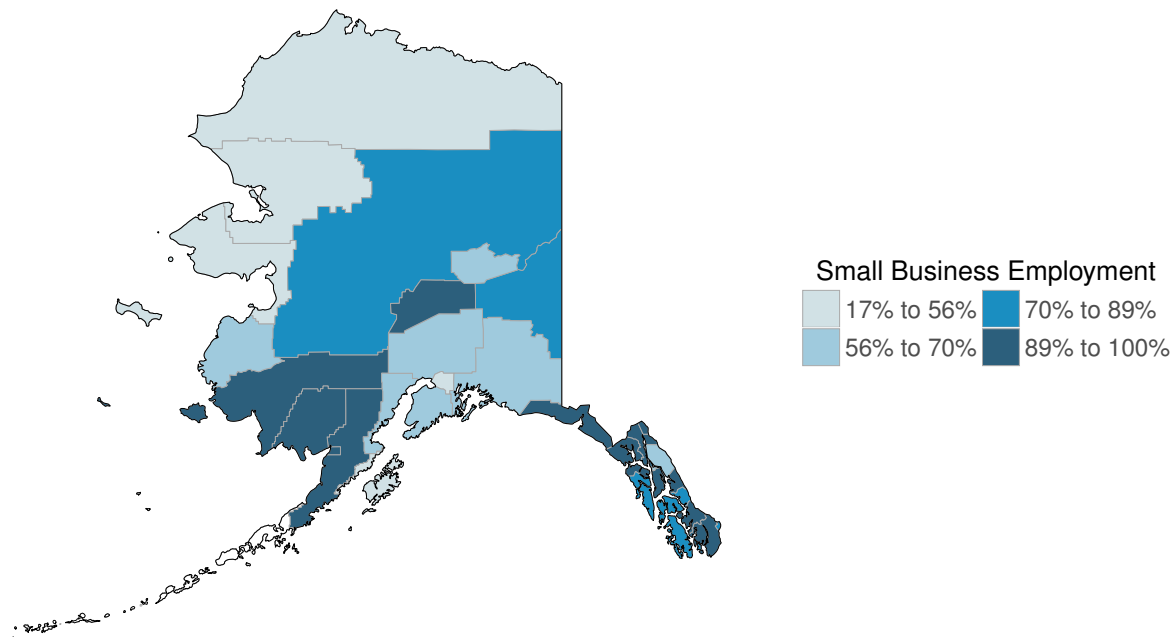
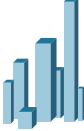




 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	28,069	47,152	60%
Accommodation and Food Services	20,617	27,694	74%
Retail Trade	15,039	33,677	45%
Construction	13,300	20,222	66%
Professional, Scientific, and Technical Services	10,989	18,959	58%
Other Services (Except Public Administration)	9,478	10,116	94%
Administrative, Support, and Waste Management	7,311	18,321	40%
Transportation and Warehousing	6,764	18,678	36%
Wholesale Trade	5,130	9,479	54%
Manufacturing	4,427	12,846	34%
Finance and Insurance	3,550	7,512	47%
Real Estate and Rental and Leasing	3,515	4,420	80%
Arts, Entertainment, and Recreation	3,217	4,950	65%
Information	2,562	6,799	38%
Educational Services	2,552	2,825	90%
Mining, Quarrying, and Oil and Gas Extraction	2,133	12,752	17%
Utilities	1,795	2,085	86%
Agriculture, Forestry, and Fishing and Hunting	745	1,003	74%
Total	142,761	266,886	53%

Figure 4: Alaska Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Alaska Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Agriculture, Forestry, and Fishing and Hunting	437	431	9,688	10,125
Professional, Scientific, and Technical Services	1,599	1,445	6,897	8,496
Other Services (Except Public Administration)	1,641	1,536	5,740	7,381
Construction	2,384	2,249	4,623	7,007
Retail Trade	1,746	1,567	4,418	6,164
Health Care and Social Assistance	1,975	1,735	3,722	5,697
Real Estate and Rental and Leasing	768	721	4,854	5,622
Administrative, Support, and Waste Management	904	818	3,210	4,114
Arts, Entertainment, and Recreation	509	470	3,355	3,864
Accommodation and Food Services	1,755	1,487	1,660	3,415
Transportation and Warehousing	796	709	2,446	3,242
Educational Services	218	186	1,779	1,997
Manufacturing	429	374	1,155	1,584
Finance and Insurance	373	328	770	1,143
Wholesale Trade	428	315	600	1,028
Information	178	140	516	694
Mining, Quarrying, and Oil and Gas Extraction	120	99	329	449
Utilities	58	38	56	114
Total	16,224	14,655	55,818	72,042

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NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

ARIZONA



538,552
99.4%

Small Businesses
of Arizona Businesses

995,671
44.4%

Small Business Employees
of Arizona Employees



EMPLOYMENT
26,932
net new jobs



DIVERSITY
135,258
minority-owned
businesses



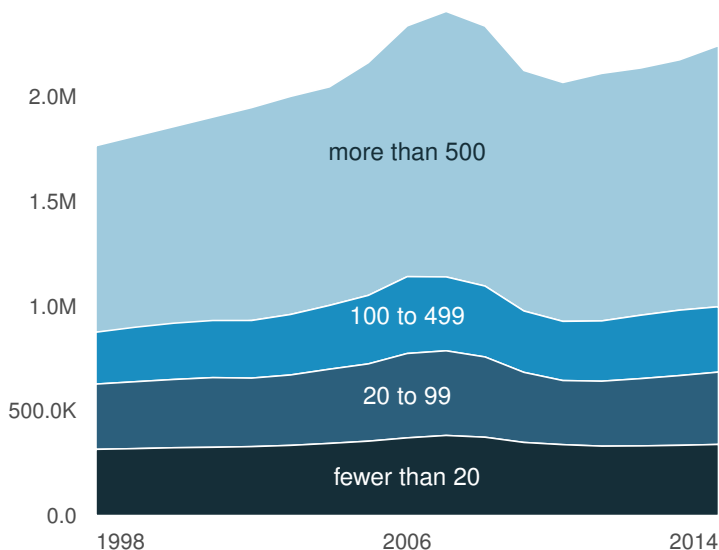
TRADE
88.1%
of Arizona exporters

OVERALL ARIZONA ECONOMY

- In the second quarter of 2016, Arizona grew at an annual rate of **2.7%**, which was faster than the overall US growth rate of **1.2%**. Arizona's 2015 growth rate of **1.4%** was down from the 2014 rate of **1.5%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.0%**, down from **5.9%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Arizona Employment by Business Size (Employees)



- Arizona small businesses employed **995,671** people, or **44.4%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.8%**. This was above the previous year's increase of **2.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **26,932** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **6,628** net jobs. The smallest gains were in firms employing 10 to 19 employees, which added **2,628** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **109,754** loans under \$100,000 (valued at **\$1.5 billion**) were issued by Arizona lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$47,201** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,751**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Arizona Small Business Ownership, 2012

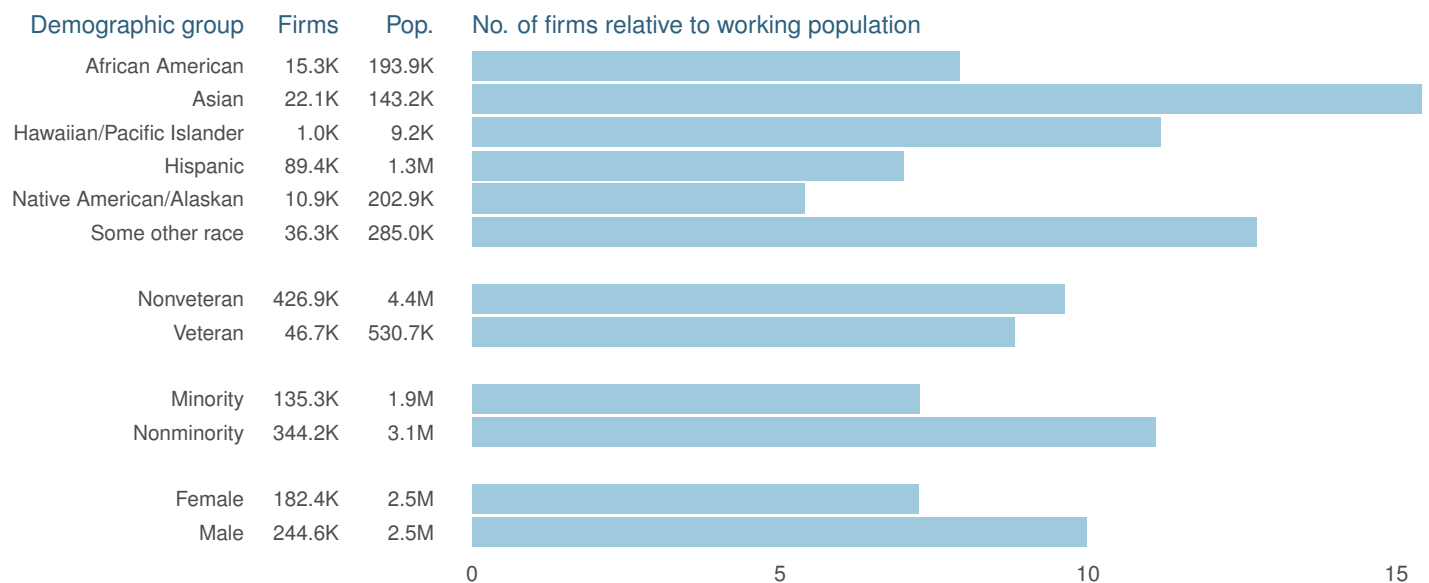
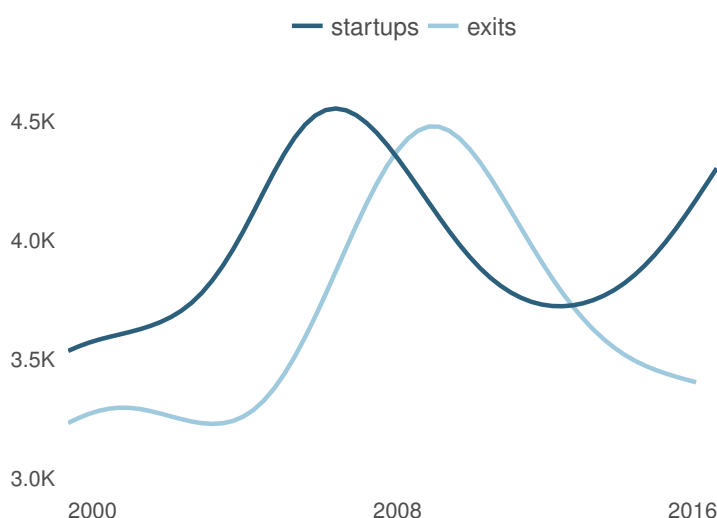


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $182.4K \div 2.5M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Arizona Quarterly Startups and Exits



- In the second quarter of 2015, **3,745** establishments started up, generating **15,538** new jobs in Arizona. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,908** establishments exited resulting in **14,645** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 7,566 companies exported goods from Arizona in 2014. Among these, 6,663, or 88.1%, were small firms; they generated 26.2% of Arizona's \$19.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Arizona Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	152,300	325,753	47%
Accommodation and Food Services	148,579	272,779	54%
Construction	103,969	131,133	79%
Retail Trade	85,942	306,601	28%
Administrative, Support, and Waste Management	80,144	257,224	31%
Professional, Scientific, and Technical Services	78,299	142,438	55%
Other Services (Except Public Administration)	72,423	85,244	85%
Manufacturing	63,681	140,517	45%
Wholesale Trade	47,312	91,700	52%
Educational Services	28,667	60,583	47%
Arts, Entertainment, and Recreation	28,007	42,507	66%
Finance and Insurance	27,820	136,738	20%
Real Estate and Rental and Leasing	27,058	43,538	62%
Transportation and Warehousing	24,244	84,449	29%
Information	13,341	46,118	29%
Utilities	2,477	12,265	20%
Mining, Quarrying, and Oil and Gas Extraction	2,227	11,920	19%
Agriculture, Forestry, and Fishing and Hunting	1,270	1,430	89%
Total	995,671	2,241,077	44%

Figure 4: Arizona Small Business Percent of Employment by County

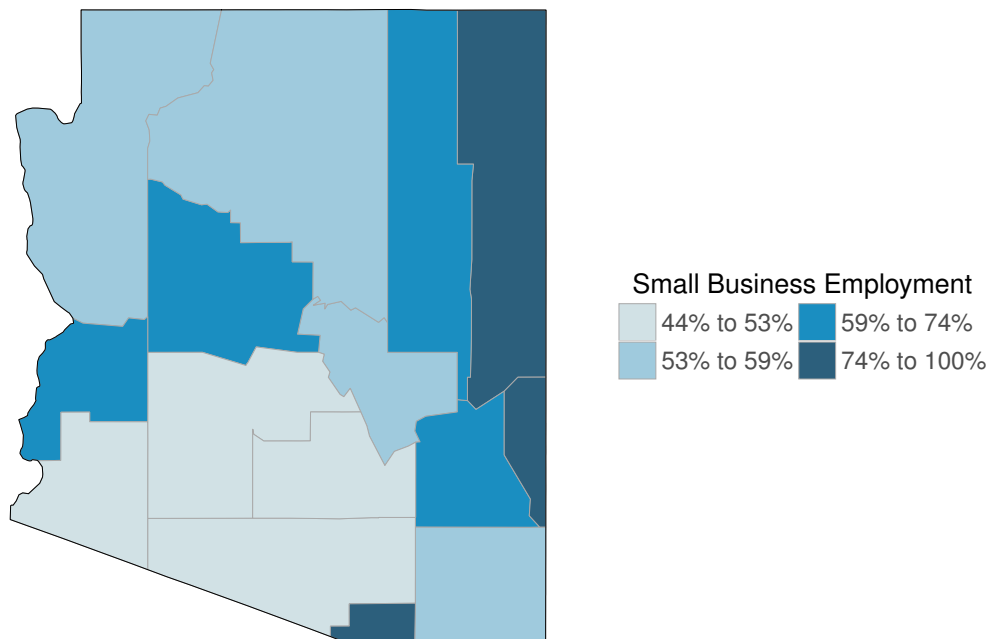
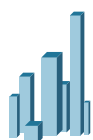


Table 2: Arizona Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Professional, Scientific, and Technical Services	15,090	14,046	64,393	79,483
Other Services (Except Public Administration)	9,607	8,835	65,658	75,265
Real Estate and Rental and Leasing	6,586	6,277	59,219	65,805
Health Care and Social Assistance	13,069	11,622	35,981	49,050
Retail Trade	9,434	8,436	38,293	47,727
Construction	11,151	9,958	36,239	47,390
Administrative, Support, and Waste Management	6,741	5,860	39,722	46,463
Arts, Entertainment, and Recreation	1,524	1,199	22,893	24,417
Transportation and Warehousing	2,453	2,079	19,541	21,994
Finance and Insurance	4,644	4,328	14,710	19,354
Educational Services	1,704	1,309	12,131	13,835
Accommodation and Food Services	8,007	5,828	5,599	13,606
Wholesale Trade	4,861	3,956	7,946	12,807
Manufacturing	3,726	2,839	6,987	10,713
Information	1,119	909	5,936	7,055
Agriculture, Forestry, and Fishing and Hunting	187	171	2,399	2,586
Mining, Quarrying, and Oil and Gas Extraction	162	127	374	536
Utilities	134	112	332	466
Total	100,199	88,165	438,353	538,552

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
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BDM	Business Employment Dynamics, BLS
BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
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SMALL BUSINESS PROFILE

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ARKANSAS



244,977
99.3%

Small Businesses
of Arkansas Businesses

481,170
48.5%

Small Business Employees
of Arkansas Employees



EMPLOYMENT

6,184
net new jobs



DIVERSITY

35,962
minority-owned
businesses



TRADE

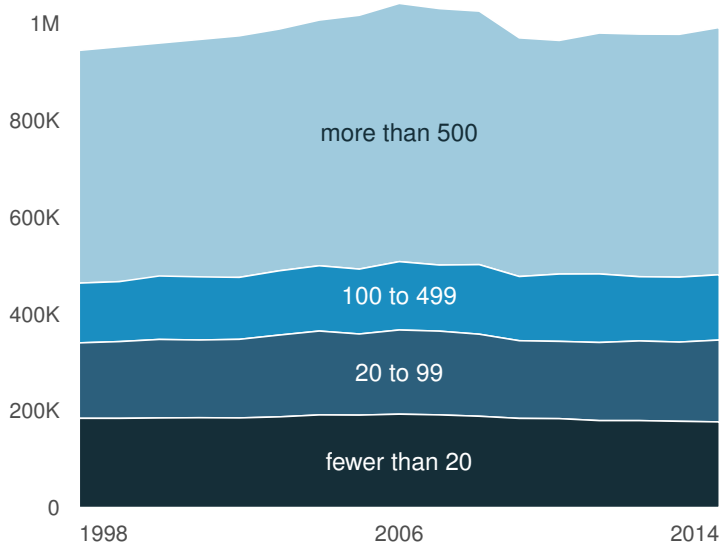
79.5%
of Arkansas exporters

OVERALL ARKANSAS ECONOMY

- In the second quarter of 2016, Arkansas grew at an annual rate of **1.6%**, which was faster than the overall US growth rate of **1.2%**. Arkansas's 2015 growth rate of **0.5%** was down from the 2014 rate of **1.4%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.0%**, down from **4.7%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Arkansas Employment by Business Size (Employees)



- Arkansas small businesses employed **481,170** people, or **48.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.9%**. This was below the previous year's increase of **2.5%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,184** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **3,078** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **711** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **36,027** loans under \$100,000 (valued at **\$578.2 million**) were issued by Arkansas lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,609** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,273**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Arkansas Small Business Ownership, 2012

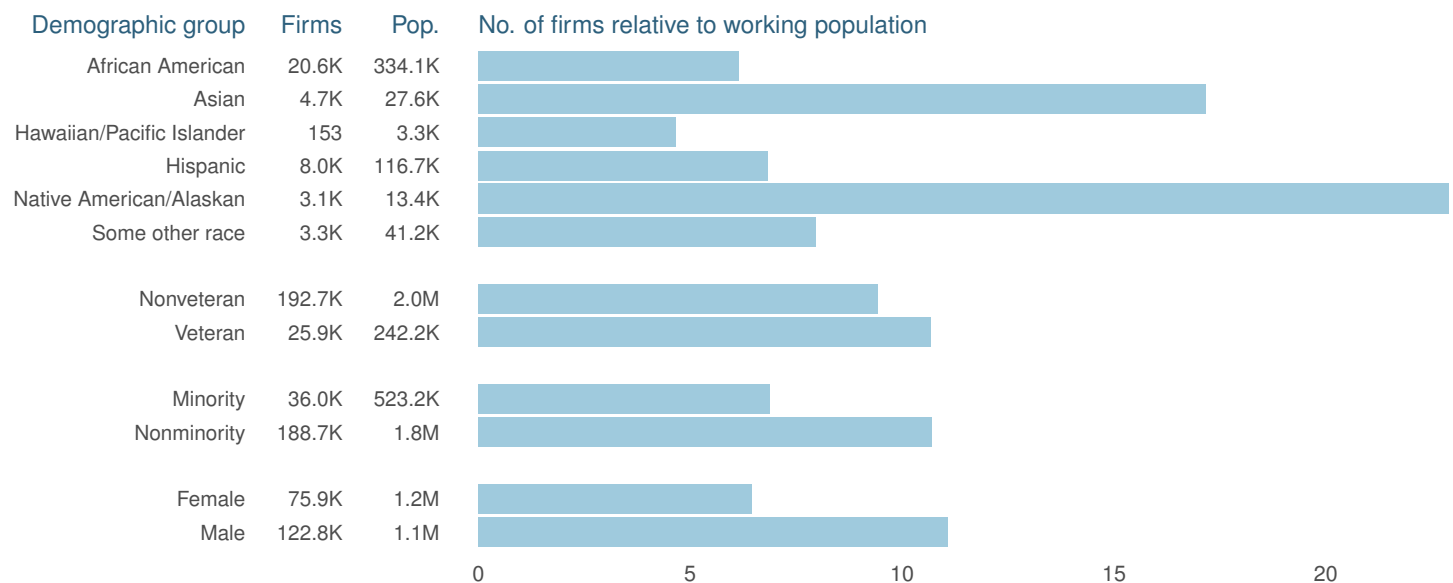
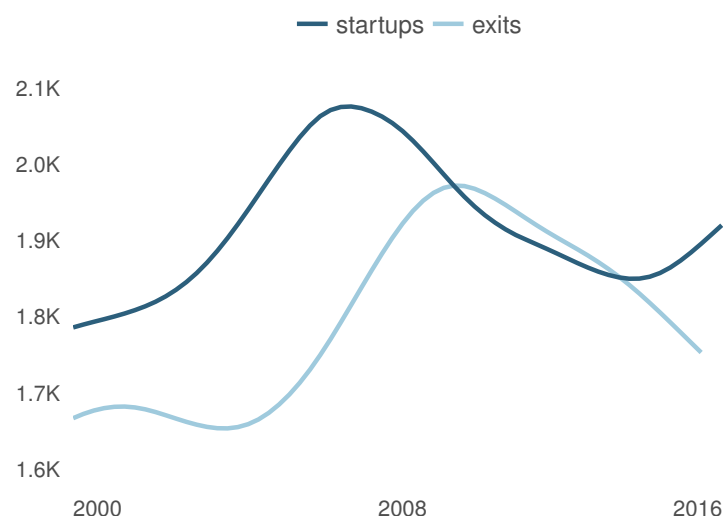


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $75.9K \div 1.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Arkansas Quarterly Startups and Exits



- In the second quarter of 2015, **1,893** establishments started up, generating **6,168** new jobs in Arkansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,765** establishments exited resulting in **4,509** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

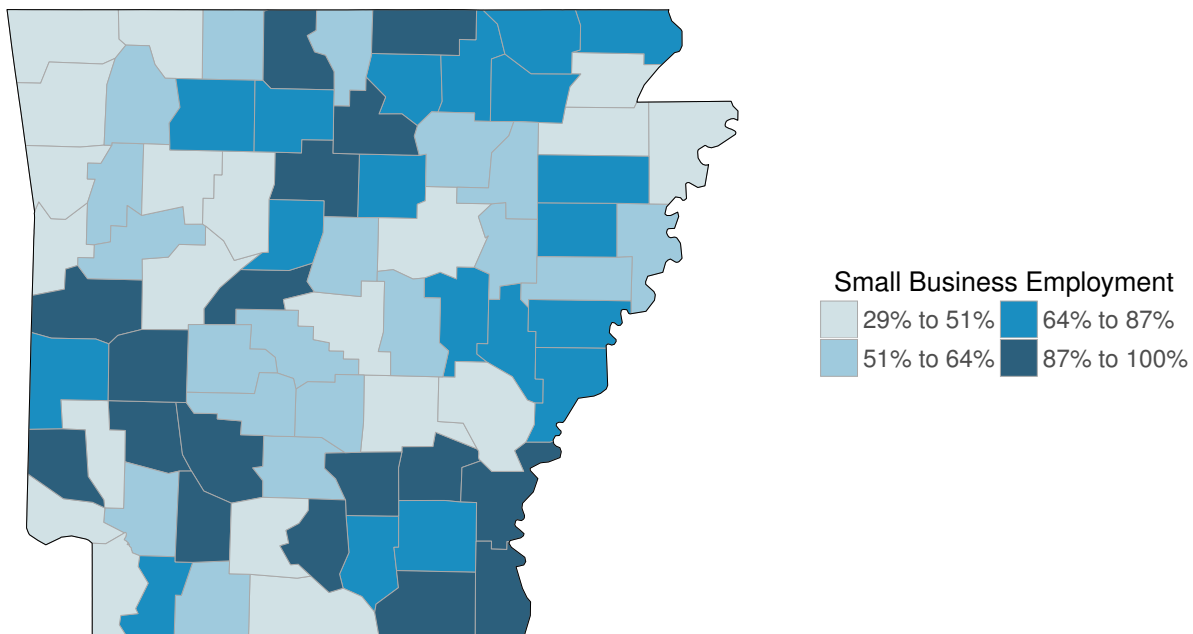
- A total of 2,365 companies exported goods from Arkansas in 2014. Among these, 1,879, or 79.5%, were small firms; they generated 21.4% of Arkansas's \$6.3 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Arkansas Employment by Industry, 2014

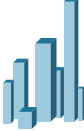




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	86,418	170,306	51%
Accommodation and Food Services	67,366	98,592	68%
Retail Trade	53,672	141,256	38%
Manufacturing	41,002	153,715	27%
Other Services (Except Public Administration)	38,303	41,124	93%
Construction	37,264	41,363	90%
Wholesale Trade	27,799	43,907	63%
Professional, Scientific, and Technical Services	26,340	37,324	71%
Administrative, Support, and Waste Management	23,538	57,121	41%
Finance and Insurance	17,117	36,294	47%
Transportation and Warehousing	16,894	50,142	34%
Educational Services	10,293	15,849	65%
Real Estate and Rental and Leasing	9,098	13,397	68%
Arts, Entertainment, and Recreation	7,504	9,215	81%
Information	5,107	25,782	20%
Agriculture, Forestry, and Fishing and Hunting	4,158	4,538	92%
Mining, Quarrying, and Oil and Gas Extraction	3,582	8,101	44%
Utilities	2,538	7,478	34%
Total	481,170	992,201	48%

Figure 4: Arkansas Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Arkansas Small Businesses by Industry and Firm Size, 2014

<div>  Industry  1-499 Employees  1-20 Employees  Nonemployer Firms  Total Small Firms </div>				
Other Services (Except Public Administration)	6,197	5,807	36,704	42,901
Construction	5,036	4,588	28,226	33,262
Retail Trade	6,605	5,991	18,062	24,667
Professional, Scientific, and Technical Services	5,263	4,966	17,638	22,901
Administrative, Support, and Waste Management	2,128	1,855	20,320	22,448
Health Care and Social Assistance	5,699	4,834	15,362	21,061
Real Estate and Rental and Leasing	2,224	2,097	17,261	19,485
Transportation and Warehousing	1,853	1,630	9,471	11,324
Finance and Insurance	2,258	2,058	6,274	8,532
Arts, Entertainment, and Recreation	775	682	6,602	7,377
Accommodation and Food Services	4,028	2,997	3,117	7,145
Wholesale Trade	2,344	1,781	2,961	5,305
Agriculture, Forestry, and Fishing and Hunting	610	571	4,335	4,945
Educational Services	535	420	4,358	4,893
Manufacturing	2,035	1,489	2,721	4,756
Information	417	338	1,676	2,093
Mining, Quarrying, and Oil and Gas Extraction	303	248	1,339	1,642
Utilities	124	103	166	290
Total	48,384	42,578	196,593	244,977

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

CALIFORNIA



3.8 million
99.8%

Small Businesses
of California Businesses

6.8 million
49.2%

Small Business Employees
of California Employees



EMPLOYMENT

197,532
net new jobs



DIVERSITY

1.6 million
minority-owned
businesses



TRADE

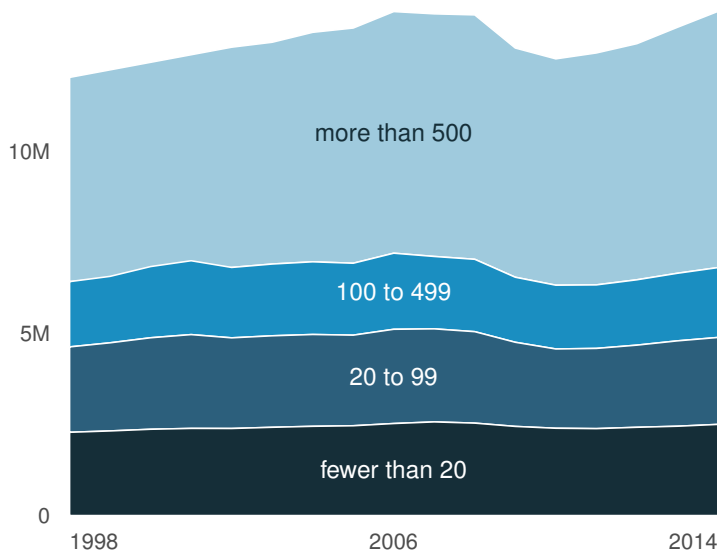
95.9%
of California exporters

OVERALL CALIFORNIA ECONOMY

- In the second quarter of 2016, California grew at an annual rate of **2.2%**, which was faster than the overall US growth rate of **1.2%**. California's 2015 growth rate of **3.8%** was unchanged from the 2014 rate of **3.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.3%**, down from **5.9%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: California Employment by Business Size (Employees)



- California small businesses employed **6.8 million** people, or **49.2%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.1%**. This was above the previous year's increase of **1.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **197,532** net jobs in 2014. Among the seven BDS size-classes, firms employing 1 to 4 employees experienced the largest gains, adding **36,439** net jobs. The smallest gains were in firms employing 10 to 19 employees, which added **16,076** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **836,919** loans under \$100,000 (valued at **\$11.7 billion**) were issued by California lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$56,142** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$24,364**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: California Small Business Ownership, 2012

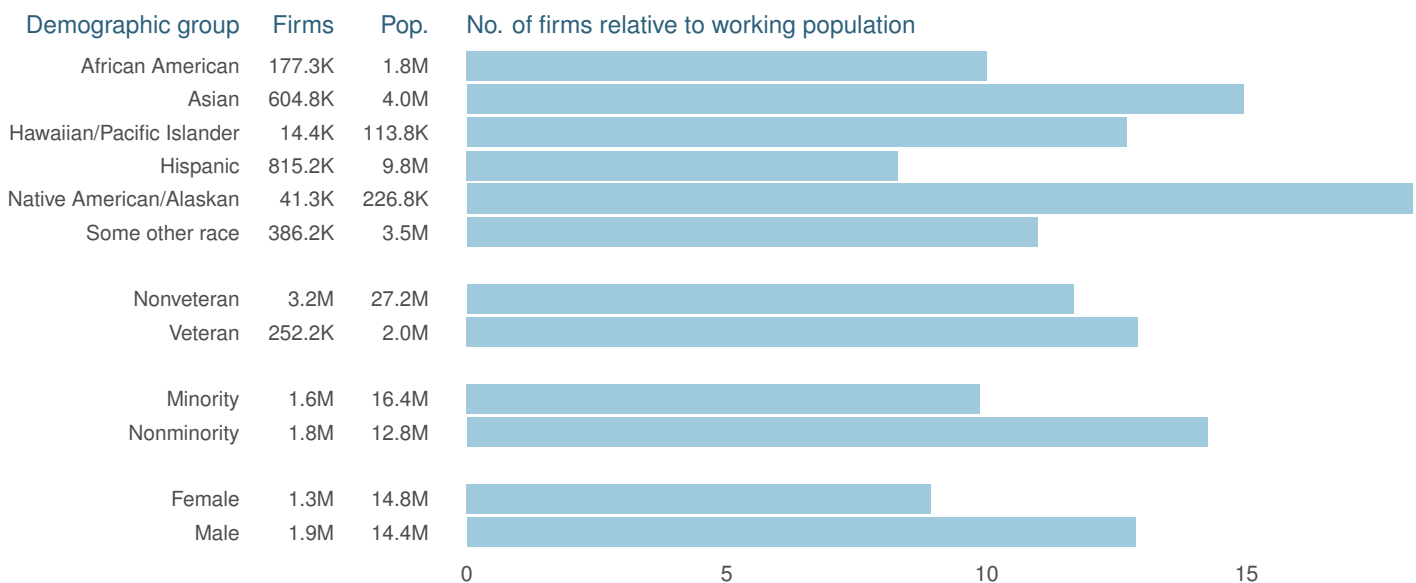
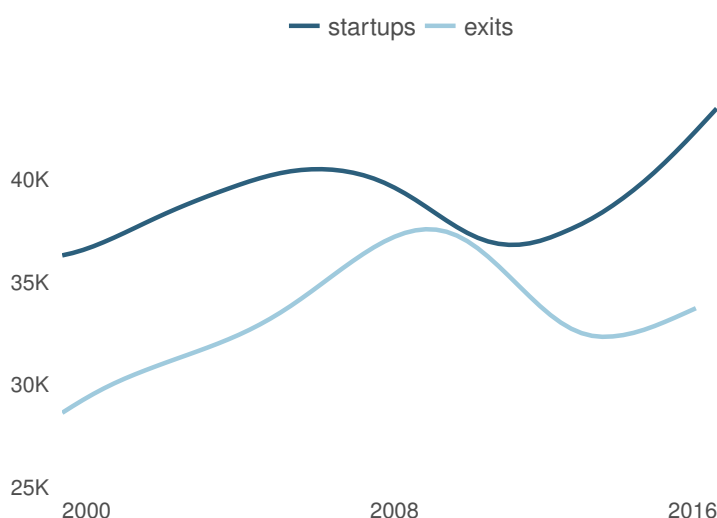


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $1.3M \div 14.8M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: California Quarterly Startups and Exits



- In the second quarter of 2015, **41,416** establishments started up, generating **114,230** new jobs in California. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **36,397** establishments exited resulting in **113,480** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 75,722 companies exported goods from California in 2014. Among these, 72,591, or 95.9%, were small firms; they generated 43.4% of California's \$158.3 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: California Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	969,294	1,537,438	63%
Health Care and Social Assistance	862,889	1,818,568	47%
Professional, Scientific, and Technical Services	670,515	1,226,321	55%
Manufacturing	617,658	1,149,707	54%
Retail Trade	585,593	1,638,332	36%
Construction	544,687	644,977	84%
Wholesale Trade	509,066	840,397	61%
Other Services (Except Public Administration)	461,079	568,661	81%
Administrative, Support, and Waste Management	408,145	1,300,624	31%
Educational Services	208,928	395,407	53%
Real Estate and Rental and Leasing	197,657	281,169	70%
Finance and Insurance	196,356	585,304	34%
Transportation and Warehousing	167,695	463,483	36%
Information	164,321	645,036	25%
Arts, Entertainment, and Recreation	163,893	321,658	51%
Agriculture, Forestry, and Fishing and Hunting	19,631	26,328	75%
Mining, Quarrying, and Oil and Gas Extraction	9,671	27,276	35%
Utilities	4,619	s	-
Total	6,806,594	13,838,702	49%

Figure 4: California Small Business Percent of Employment by County

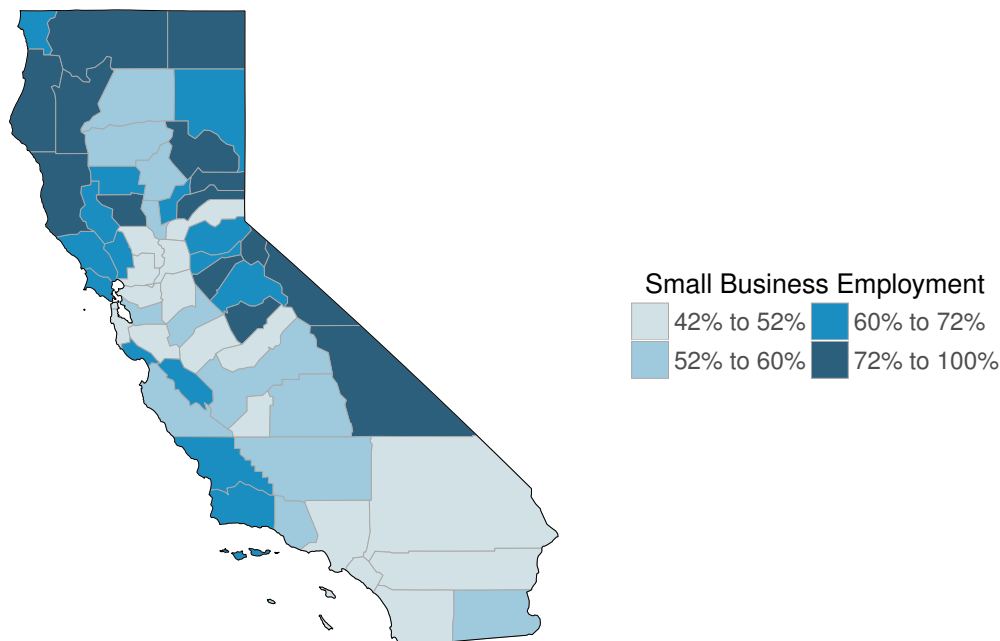







Table 2: California Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	110,456	103,199	539,499	649,955
Other Services (Except Public Administration)	65,067	60,143	486,914	551,981
Health Care and Social Assistance	88,791	80,902	274,662	363,453
Real Estate and Rental and Leasing	40,125	38,138	315,451	355,576
Retail Trade	68,600	62,506	234,730	303,330
Administrative, Support, and Waste Management	35,526	31,059	257,368	292,894
Construction	66,386	60,434	225,246	291,632
Arts, Entertainment, and Recreation	21,112	19,280	205,389	226,501
Transportation and Warehousing	17,481	15,266	173,838	191,319
Wholesale Trade	50,402	43,616	62,474	112,876
Finance and Insurance	27,627	25,665	85,156	112,783
Accommodation and Food Services	61,647	48,295	44,654	106,301
Educational Services	11,761	9,213	84,809	96,570
Manufacturing	34,852	26,937	47,452	82,304
Information	15,311	13,395	60,832	76,143
Agriculture, Forestry, and Fishing and Hunting	1,795	1,577	13,214	15,009
Mining, Quarrying, and Oil and Gas Extraction	572	453	4,368	4,940
Utilities	472	416	1,535	2,007
Total	718,558	643,141	3,117,591	3,836,149

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

COLORADO



596,210
99.5%

Small Businesses
of Colorado Businesses

1.1 million
48.6%

Small Business Employees
of Colorado Employees



EMPLOYMENT

51,068
net new jobs



DIVERSITY

85,809
minority-owned
businesses



TRADE

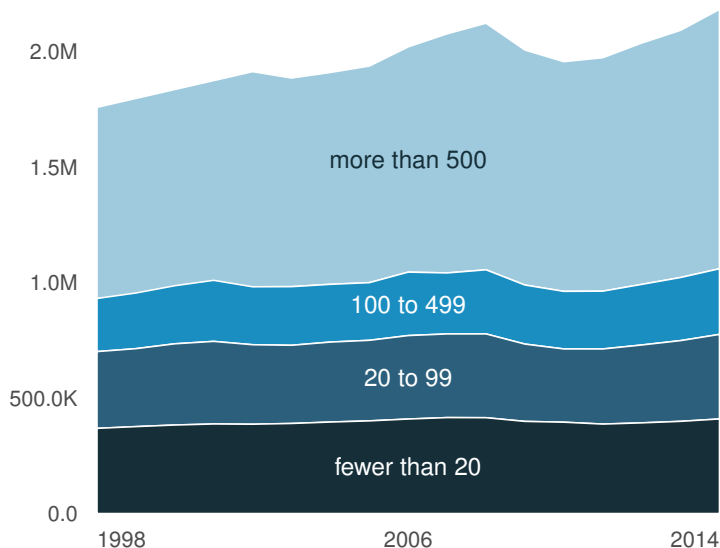
87.3%
of Colorado exporters

OVERALL COLORADO ECONOMY

- In the second quarter of 2016, Colorado grew at an annual rate of **1.1%**, which was slower than the overall US growth rate of **1.2%**. Colorado's 2015 growth rate of **3.2%** was down from the 2014 rate of **4.6%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.2%**, down from **3.5%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Colorado Employment by Business Size (Employees)



- Colorado small businesses employed **1.1 million** people, or **48.6%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.6%**. This was above the previous year's increase of **1.2%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **51,068** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **10,912** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **5,321** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **123,299** loans under \$100,000 (valued at **\$1.7 billion**) were issued by Colorado lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,017** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,286**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

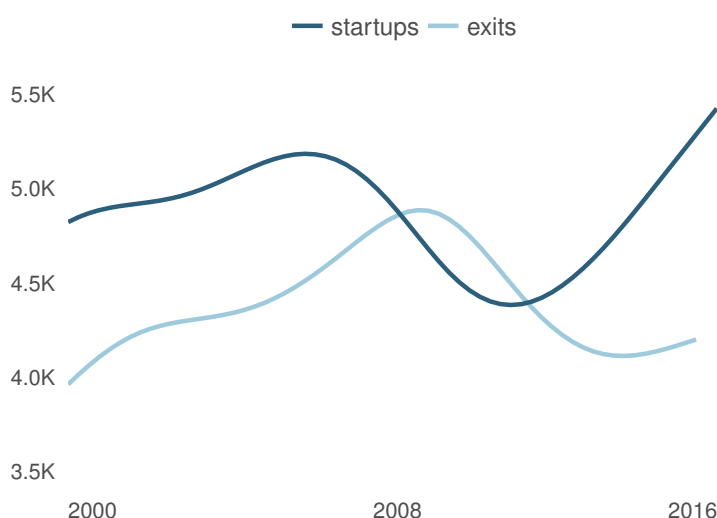
Figure 2: Colorado Small Business Ownership, 2012



Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 10 female-owned firms per 100 working age females or $194.4K \div 2.0M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Colorado Quarterly Startups and Exits



- In the second quarter of 2015, **5,228** establishments started up, generating **15,223** new jobs in Colorado. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **4,675** establishments exited resulting in **15,557** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 5,810 companies exported goods from Colorado in 2014. Among these, 5,071, or 87.3%, were small firms; they generated 31.9% of Colorado's \$7.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Colorado Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	160,575	260,852	62%
Health Care and Social Assistance	143,024	279,544	51%
Construction	110,105	135,889	81%
Professional, Scientific, and Technical Services	105,744	193,812	55%
Retail Trade	93,168	262,395	36%
Other Services (Except Public Administration)	83,164	101,857	82%
Administrative, Support, and Waste Management	69,106	236,838	29%
Manufacturing	62,083	120,963	51%
Wholesale Trade	47,574	94,793	50%
Finance and Insurance	31,803	103,532	31%
Educational Services	29,458	50,399	58%
Real Estate and Rental and Leasing	28,577	41,061	70%
Arts, Entertainment, and Recreation	27,709	52,402	53%
Transportation and Warehousing	21,610	65,352	33%
Information	19,083	83,495	23%
Mining, Quarrying, and Oil and Gas Extraction	13,515	30,741	44%
Utilities	2,914	s	-
Agriculture, Forestry, and Fishing and Hunting	1,272	1,693	75%
Total	1,059,196	2,181,455	49%

Figure 4: Colorado Small Business Percent of Employment by County

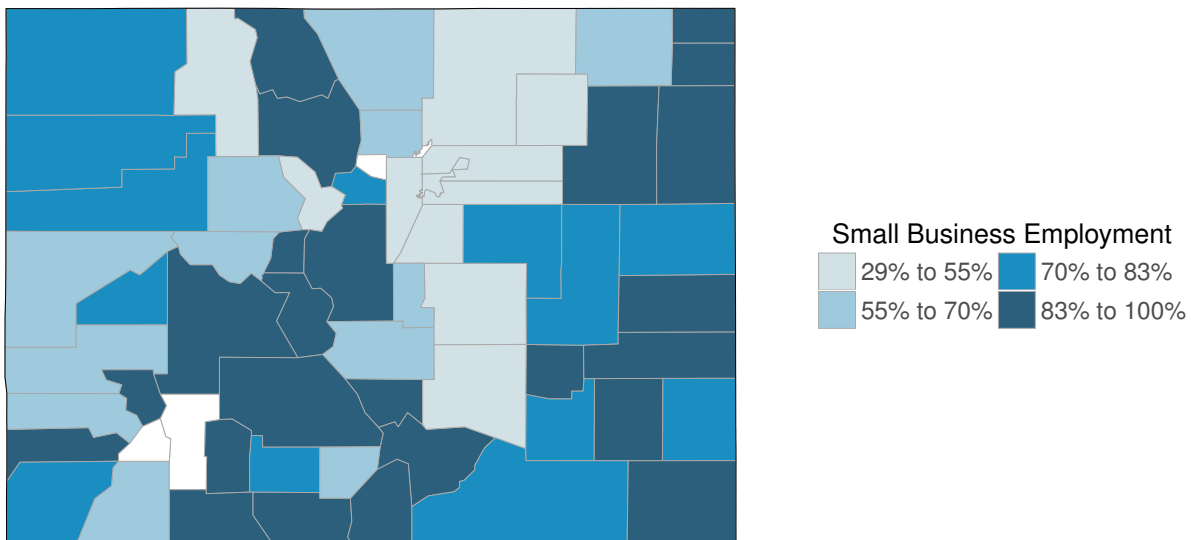
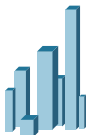






Table 2: Colorado Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	22,785	21,427	82,597	105,382
Other Services (Except Public Administration)	12,320	11,447	57,569	69,889
Construction	16,100	14,890	53,046	69,146
Real Estate and Rental and Leasing	8,407	8,061	59,937	68,344
Retail Trade	11,786	10,706	37,006	48,792
Health Care and Social Assistance	12,435	11,067	32,879	45,314
Administrative, Support, and Waste Management	7,391	6,572	32,997	40,388
Arts, Entertainment, and Recreation	2,459	2,183	27,767	30,226
Finance and Insurance	5,724	5,326	15,957	21,681
Transportation and Warehousing	2,873	2,519	17,591	20,464
Educational Services	2,294	1,916	14,870	17,164
Accommodation and Food Services	9,621	7,213	5,849	15,470
Wholesale Trade	5,399	4,498	7,155	12,554
Manufacturing	4,489	3,641	7,507	11,996
Information	1,696	1,428	7,568	9,264
Mining, Quarrying, and Oil and Gas Extraction	1,129	957	4,068	5,197
Agriculture, Forestry, and Fishing and Hunting	306	293	3,994	4,300
Utilities	195	151	372	567
Total	127,481	114,633	468,729	596,210

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

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SMALL BUSINESS PROFILE

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CONNECTICUT



339,231
99.4%

Small Businesses
of Connecticut Businesses

732,750
49.3%

Small Business Employees
of Connecticut Employees



EMPLOYMENT

10,645
net new jobs



DIVERSITY

56,093
minority-owned
businesses



TRADE

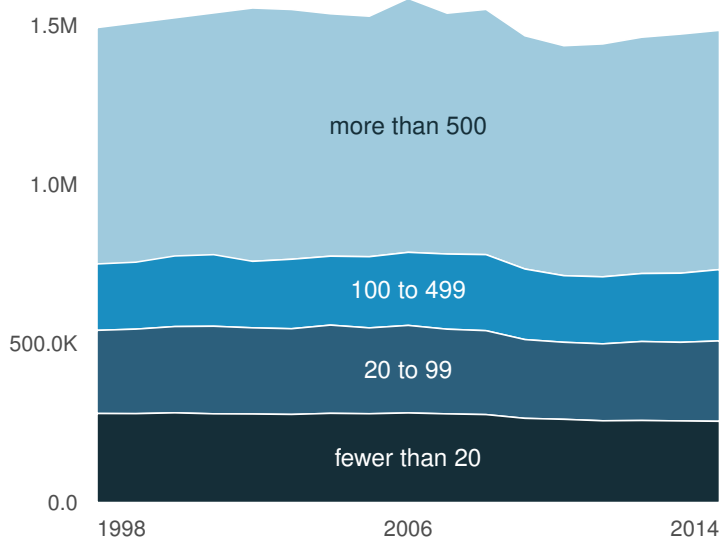
88.9%
of Connecticut
exporters

OVERALL CONNECTICUT ECONOMY

- In the second quarter of 2016, Connecticut grew at an annual rate of **1.6%**, which was faster than the overall US growth rate of **1.2%**. Connecticut's 2015 growth rate of **0.7%** was up from the 2014 rate of **-0.4%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.7%**, down from **5.4%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Connecticut Employment by Business Size (Employees)



- Connecticut small businesses employed **732,750** people, or **49.3%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.6%**. This was above the previous year's increase of **0.2%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **10,645** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **5,014** net jobs. The largest losses were in firms employing 250 to 499 employees, which lost **299** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **68,310** loans under \$100,000 (valued at **\$976.9 million**) were issued by Connecticut lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$61,405** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$30,520**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Connecticut Small Business Ownership, 2012

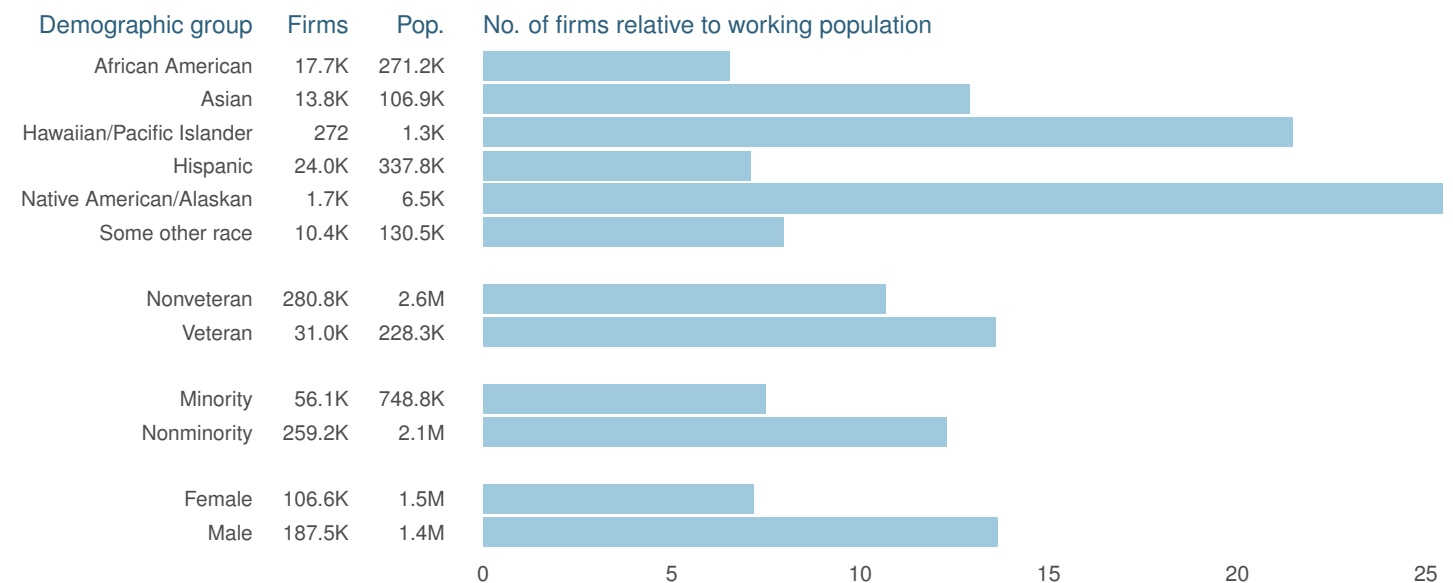
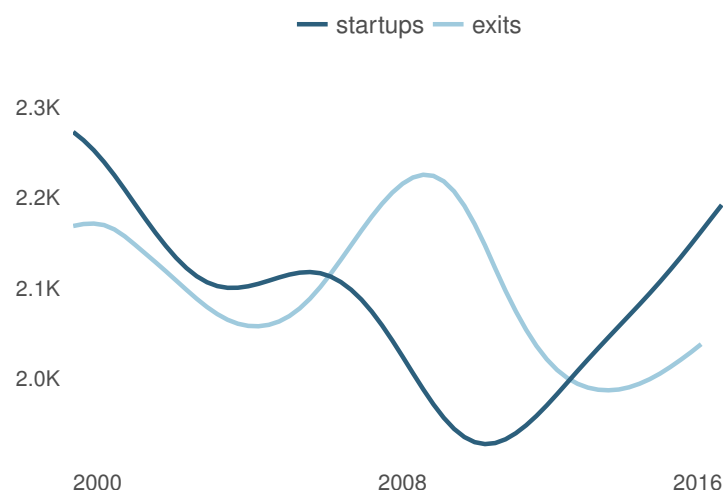


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $106.6K \div 1.5M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Connecticut Quarterly Startups and Exits



- In the second quarter of 2015, **2,277** establishments started up, generating **8,222** new jobs in Connecticut. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,559** establishments exited resulting in **6,555** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

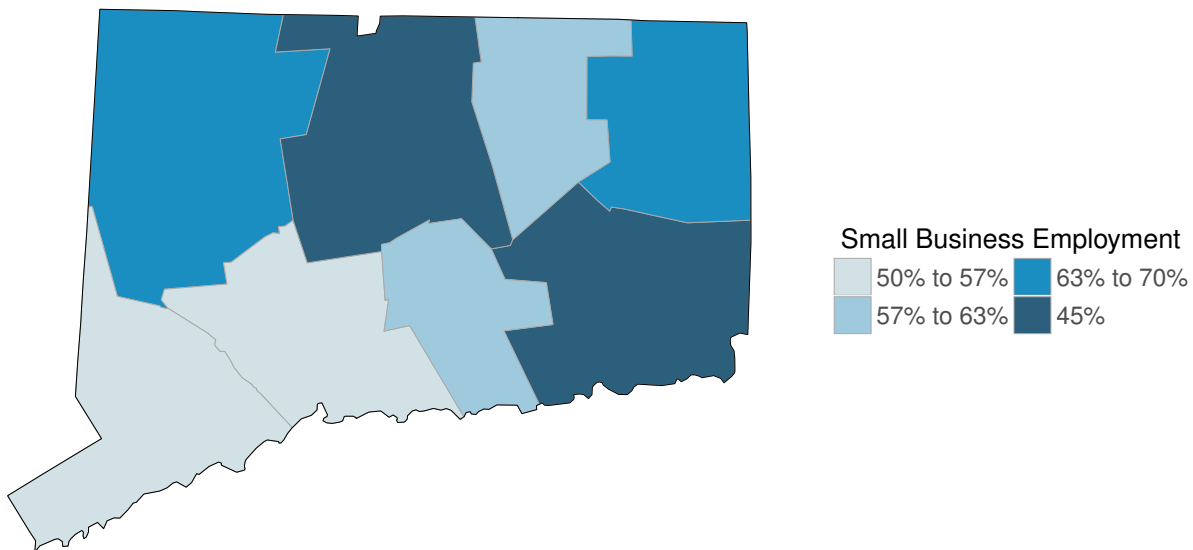
- A total of 5,717 companies exported goods from Connecticut in 2014. Among these, 5,081, or 88.9%, were small firms; they generated 23.4% of Connecticut's \$14.8 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Connecticut Employment by Industry, 2014

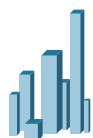
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	137,991	276,251	50%
Accommodation and Food Services	90,957	138,818	66%
Manufacturing	77,584	151,363	51%
Retail Trade	69,549	186,153	37%
Professional, Scientific, and Technical Services	54,455	103,077	53%
Other Services (Except Public Administration)	52,717	59,213	89%
Construction	45,215	51,805	87%
Wholesale Trade	40,350	71,695	56%
Administrative, Support, and Waste Management	39,546	85,222	46%
Finance and Insurance	31,390	113,514	28%
Educational Services	23,947	74,744	32%
Arts, Entertainment, and Recreation	22,171	27,620	80%
Transportation and Warehousing	14,908	41,152	36%
Information	13,079	40,951	32%
Real Estate and Rental and Leasing	12,334	19,023	65%
Utilities	1,049	s	-
Agriculture, Forestry, and Fishing and Hunting	288	288	100%
Mining, Quarrying, and Oil and Gas Extraction	264	1,903	14%
Total	732,750	1,485,426	49%

Figure 4: Connecticut Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Connecticut Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Professional, Scientific, and Technical Services	8,272	7,600	45,993	54,265
Construction	7,755	7,261	32,221	39,976
Other Services (Except Public Administration)	8,642	8,114	31,227	39,869
Real Estate and Rental and Leasing	2,333	2,183	35,419	37,752
Health Care and Social Assistance	7,285	5,958	24,496	31,781
Retail Trade	8,193	7,352	18,854	27,047
Administrative, Support, and Waste Management	4,509	4,046	20,078	24,587
Arts, Entertainment, and Recreation	1,483	1,203	16,270	17,753
Finance and Insurance	3,212	2,834	10,766	13,978
Educational Services	1,285	1,033	10,149	11,434
Accommodation and Food Services	6,931	5,529	3,687	10,618
Transportation and Warehousing	1,183	949	7,342	8,525
Wholesale Trade	3,386	2,688	4,431	7,817
Manufacturing	3,809	2,780	3,485	7,294
Information	917	734	3,906	4,823
Agriculture, Forestry, and Fishing and Hunting	72	70	1,213	1,285
Utilities	45	27	237	282
Mining, Quarrying, and Oil and Gas Extraction	43	39	71	114
Total	69,386	60,572	269,845	339,231

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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DELAWARE



77,306
98.3%

Small Businesses
of Delaware Businesses

176,837
45.2%

Small Business Employees
of Delaware Employees



EMPLOYMENT
6,508
net new jobs



DIVERSITY
14,431
minority-owned
businesses



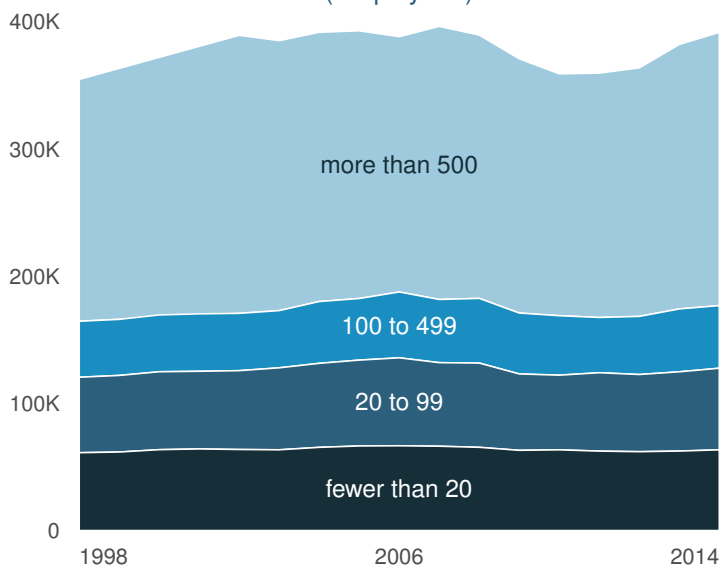
TRADE
87.1%
of Delaware exporters

OVERALL DELAWARE ECONOMY

- In the second quarter of 2016, Delaware grew at an annual rate of **1.5%**, which was faster than the overall US growth rate of **1.2%**. Delaware's 2015 growth rate of **2.7%** was down from the 2014 rate of **4.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.3%**, down from **4.9%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Delaware Employment by Business Size (Employees)



- Delaware small businesses employed **176,837** people, or **45.2%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.7%**. This was below the previous year's increase of **3.4%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,508** net jobs in 2014. Among the seven BDS size-classes, firms employing 50 to 99 employees experienced the largest gains, adding **1,781** net jobs. The smallest gains were in firms employing 100 to 249 employees, which added **72** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 increased. (Source: [FDIC](#))
- In 2014, **14,626** loans under \$100,000 (valued at **\$222.5 million**) were issued by Delaware lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,649** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$24,337**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Delaware Small Business Ownership, 2012

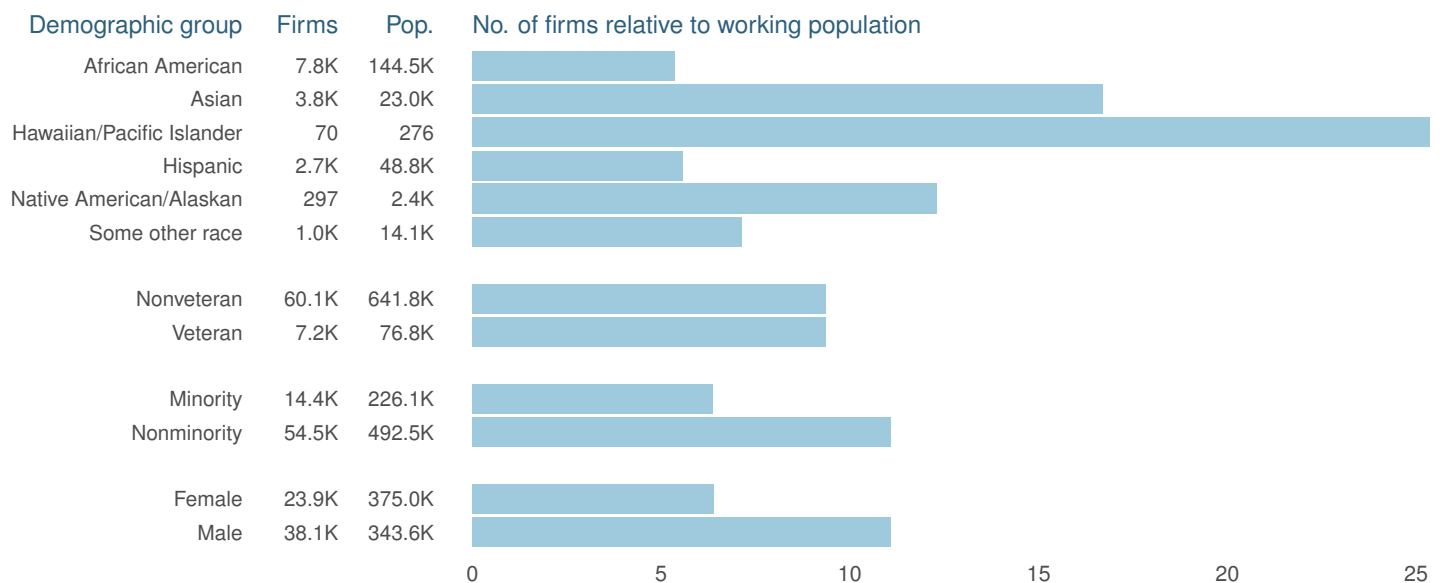
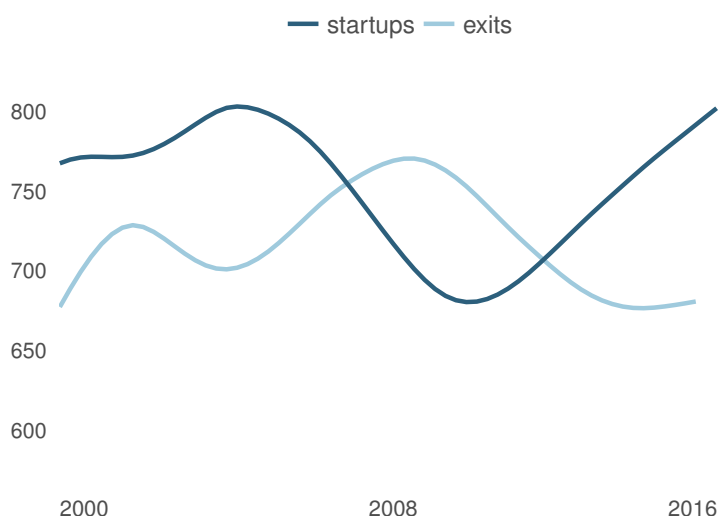


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BUSINESS TURNOVER

Figure 3: Delaware Quarterly Startups and Exits



- In the second quarter of 2015, **763** establishments started up, generating **2,614** new jobs in Delaware. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **746** establishments exited resulting in **2,636** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

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INTERNATIONAL TRADE

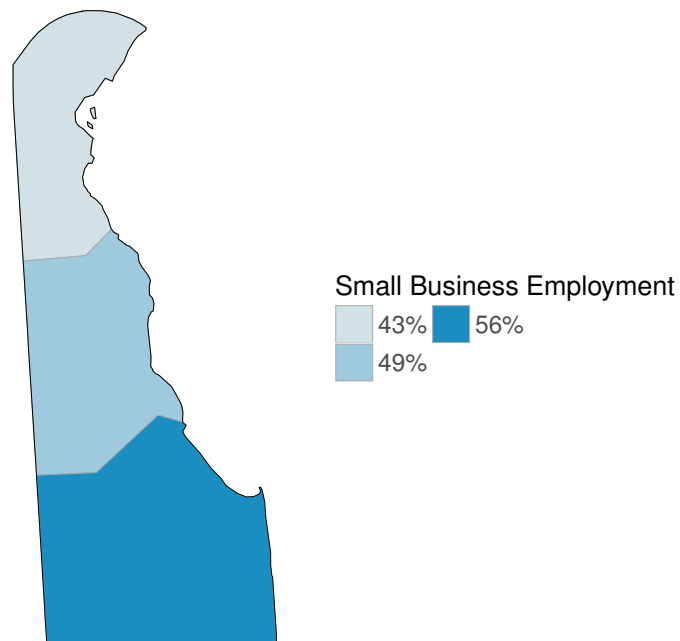
- A total of 1,707 companies exported goods from Delaware in 2014. Among these, 1,486, or 87.1%, were small firms; they generated 23.1% of Delaware's \$4.8 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Delaware Employment by Industry, 2014

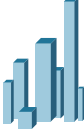




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	28,561	64,183	44%
Accommodation and Food Services	24,352	37,808	64%
Retail Trade	17,669	54,479	32%
Construction	17,462	18,489	94%
Professional, Scientific, and Technical Services	16,483	33,125	50%
Other Services (Except Public Administration)	13,908	14,740	94%
Administrative, Support, and Waste Management	11,330	26,555	43%
Manufacturing	8,901	25,665	35%
Wholesale Trade	6,924	16,148	43%
Finance and Insurance	5,862	39,140	15%
Transportation and Warehousing	5,329	13,313	40%
Educational Services	5,260	6,668	79%
Real Estate and Rental and Leasing	4,961	6,135	81%
Arts, Entertainment, and Recreation	4,758	8,758	54%
Information	2,617	8,280	32%
Mining, Quarrying, and Oil and Gas Extraction	136	161	84%
Agriculture, Forestry, and Fishing and Hunting	120	120	100%
Utilities	s	2,375	-
Total	176,837	391,636	45%

Figure 4: Delaware Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Delaware Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	2,410	2,157	8,537	10,947
Real Estate and Rental and Leasing	853	768	8,935	9,788
Other Services (Except Public Administration)	2,020	1,854	7,712	9,732
Construction	2,136	1,934	5,957	8,093
Retail Trade	2,177	1,926	5,283	7,460
Health Care and Social Assistance	1,770	1,448	4,285	6,055
Administrative, Support, and Waste Management	1,142	991	4,319	5,461
Arts, Entertainment, and Recreation	388	327	3,397	3,785
Finance and Insurance	986	854	2,432	3,418
Transportation and Warehousing	526	437	2,292	2,818
Accommodation and Food Services	1,576	1,200	768	2,344
Educational Services	269	207	1,924	2,193
Wholesale Trade	818	648	1,146	1,964
Information	264	219	947	1,211
Manufacturing	503	384	650	1,153
Agriculture, Forestry, and Fishing and Hunting	36	36	437	473
Utilities	20	15	46	66
Mining, Quarrying, and Oil and Gas Extraction	12	10	11	23
Total	18,228	15,704	59,078	77,306

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

DISTRICT OF COLUMBIA



71,146
98.2%

Small Businesses
of District of Columbia Businesses

240,441
48.5%

Small Business Employees
of District of Columbia Employees



EMPLOYMENT

5,821
net new jobs



DIVERSITY

29,958
minority-owned
businesses



TRADE

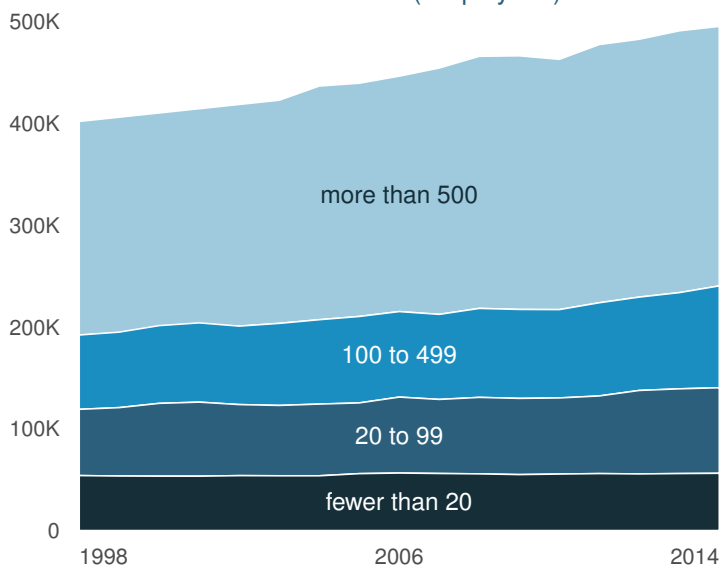
80.1%
of District of Columbia
exporters

OVERALL DISTRICT OF COLUMBIA ECONOMY

- In the second quarter of 2016, the District of Columbia grew at an annual rate of **1.7%**, which was faster than the overall US growth rate of **1.2%**. The District of Columbia's 2015 growth rate of **2.2%** was up from the 2014 rate of **1.6%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **6.0%**, down from **6.6%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: District of Columbia Employment by Business Size (Employees)



- District of Columbia small businesses employed **240,441** people, or **48.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.0%**. This was below the previous year's increase of **2.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,821** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **1,781** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **117** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **11,502** loans under \$100,000 (valued at **\$164.6 million**) were issued by District of Columbia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$67,697** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$31,744**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: District of Columbia Small Business Ownership, 2012

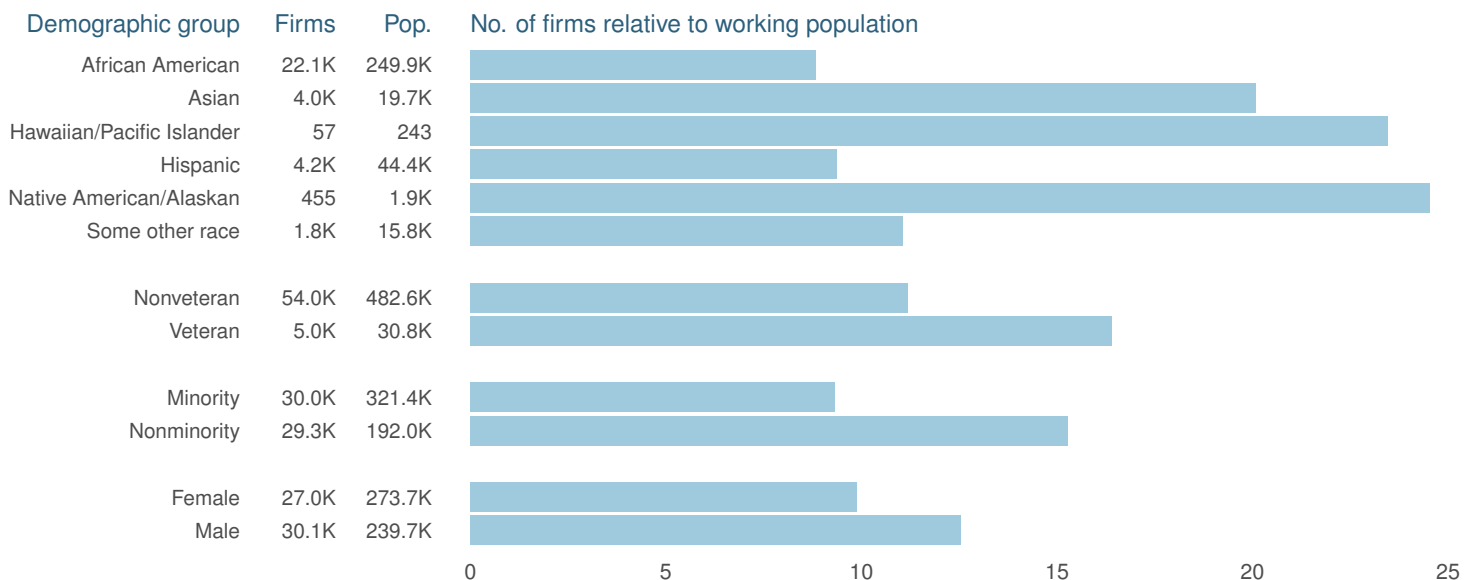
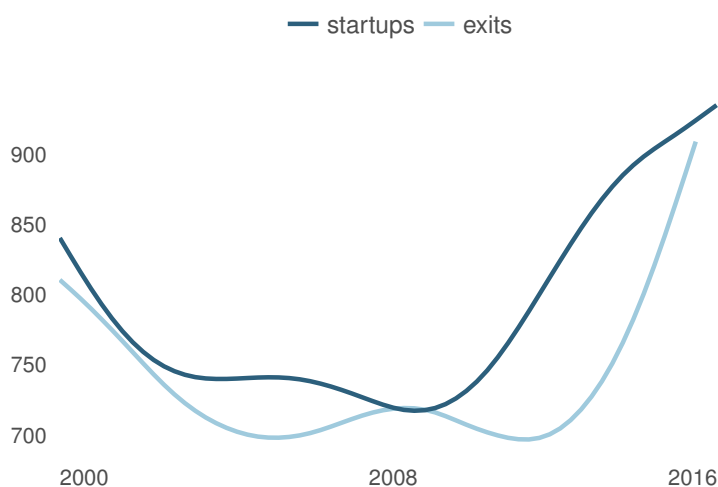


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 10 female-owned firms per 100 working age females or $27.0K \div 273.7K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: District of Columbia Quarterly Startups and Exits



- In the second quarter of 2015, **977** establishments started up, generating **4,979** new jobs in the District of Columbia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,135** establishments exited resulting in **4,850** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

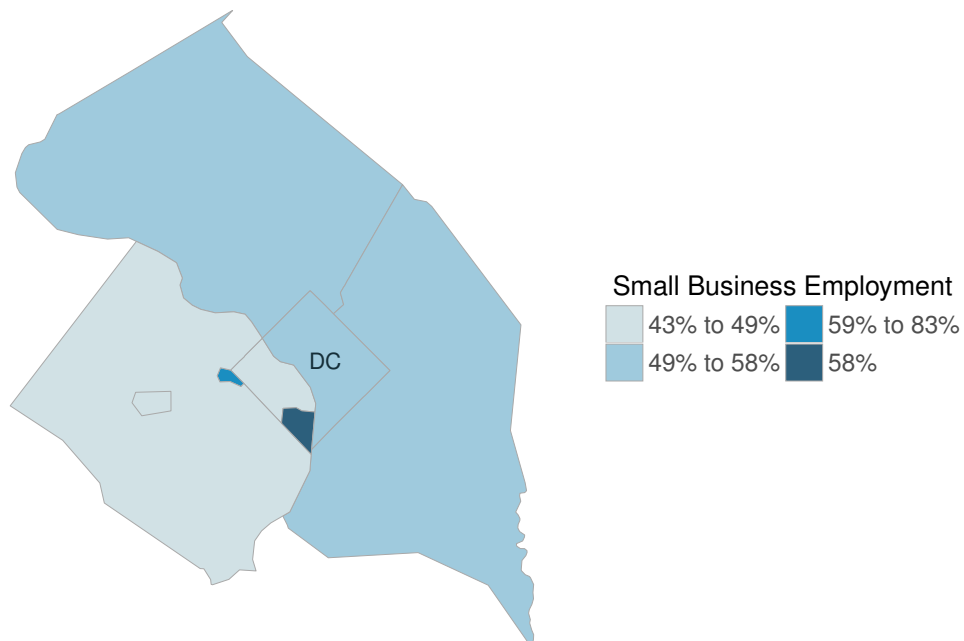
- A total of 765 companies exported goods from the District of Columbia in 2014. Among these, 613, or 80.1%, were small firms; they generated 89.4% of the District of Columbia's \$223.0 million in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: District of Columbia Employment by Industry, 2014

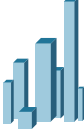




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Other Services (Except Public Administration)	58,974	74,269	79%
Professional, Scientific, and Technical Services	43,884	99,978	44%
Accommodation and Food Services	36,766	64,885	57%
Health Care and Social Assistance	30,460	66,564	46%
Administrative, Support, and Waste Management	14,647	30,590	48%
Educational Services	14,351	49,292	29%
Construction	7,799	9,131	85%
Retail Trade	7,203	21,074	34%
Real Estate and Rental and Leasing	6,463	10,850	60%
Information	6,259	22,222	28%
Arts, Entertainment, and Recreation	4,812	7,207	67%
Finance and Insurance	3,715	17,363	21%
Wholesale Trade	2,229	4,429	50%
Transportation and Warehousing	1,077	2,861	38%
Manufacturing	718	940	76%
Agriculture, Forestry, and Fishing and Hunting	s	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	s	-
Utilities	s	s	-
Total	240,441	495,453	49%

Figure 4: District of Columbia Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: District of Columbia Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	4,038	3,307	15,517	19,555
Other Services (Except Public Administration)	3,605	2,789	7,329	10,934
Health Care and Social Assistance	1,674	1,361	4,696	6,370
Real Estate and Rental and Leasing	710	593	4,995	5,705
Arts, Entertainment, and Recreation	272	223	4,636	4,908
Administrative, Support, and Waste Management	642	440	3,425	4,067
Transportation and Warehousing	106	83	3,317	3,423
Educational Services	467	296	2,820	3,287
Retail Trade	1,234	1,105	1,866	3,100
Accommodation and Food Services	1,805	1,226	1,163	2,968
Construction	431	334	2,070	2,501
Information	378	271	1,531	1,909
Finance and Insurance	387	276	956	1,343
Wholesale Trade	247	199	297	544
Manufacturing	90	82	304	394
Utilities	5	5	55	60
Agriculture, Forestry, and Fishing and Hunting	1	1	32	33
Mining, Quarrying, and Oil and Gas Extraction	3	2	4	7
Total	16,133	12,680	55,013	71,146

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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FLORIDA



2.4 million
99.8%

Small Businesses
of Florida Businesses

3.2 million
42.8%

Small Business Employees
of Florida Employees



EMPLOYMENT

102,736
net new jobs



DIVERSITY

926,002
minority-owned
businesses



TRADE

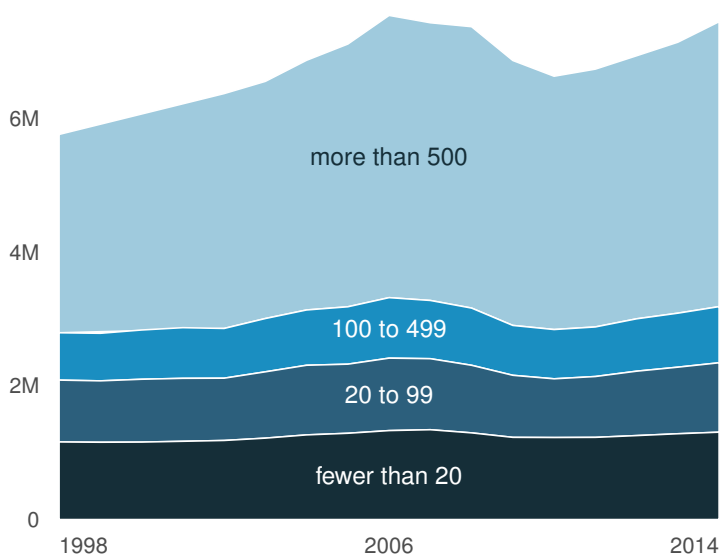
95.3%
of Florida exporters

OVERALL FLORIDA ECONOMY

- In the second quarter of 2016, Florida grew at an annual rate of **2.3%**, which was faster than the overall US growth rate of **1.2%**. Florida's 2015 growth rate of **4.0%** was up from the 2014 rate of **2.9%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.9%**, down from **5.1%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Florida Employment by Business Size (Employees)



- Florida small businesses employed **3.2 million** people, or **42.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.0%**. This was above the previous year's increase of **1.9%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **102,736** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **24,261** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **11,065** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **389,276** loans under \$100,000 (valued at **\$4.7 billion**) were issued by Florida lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$40,952** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$18,417**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Florida Small Business Ownership, 2012

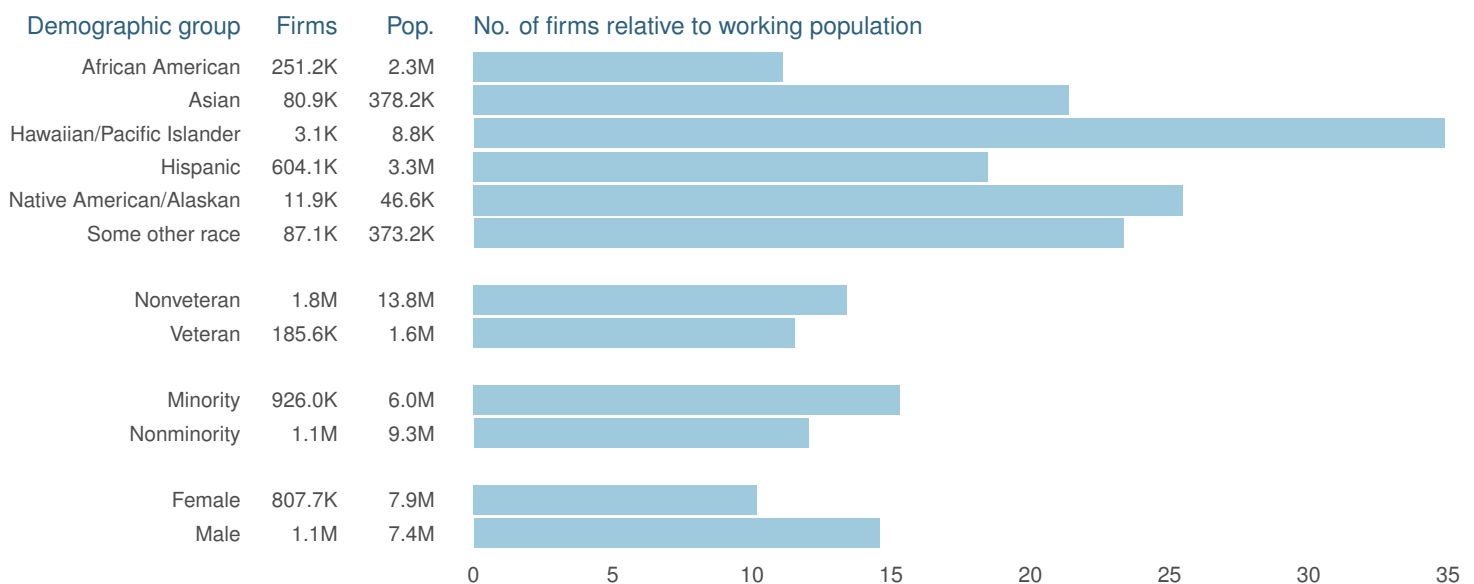
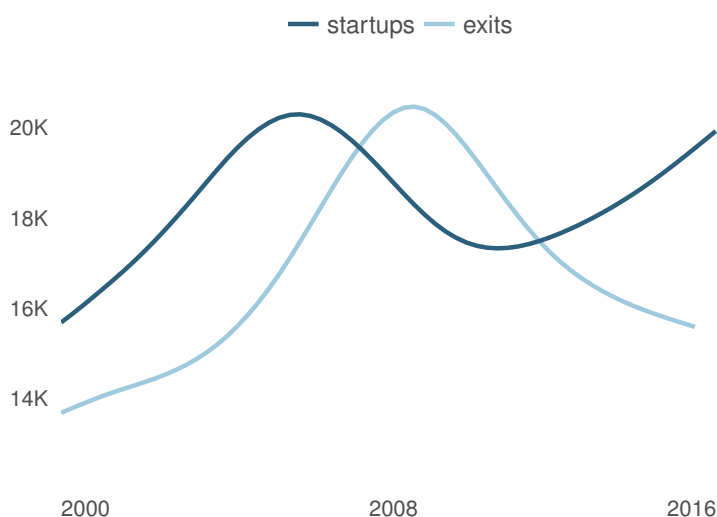


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 10 female-owned firms per 100 working age females or $807.7K \div 7.9M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Florida Quarterly Startups and Exits



- In the second quarter of 2015, **19,910** establishments started up, generating **74,009** new jobs in Florida. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **16,514** establishments exited resulting in **63,804** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 61,307 companies exported goods from Florida in 2014. Among these, 58,404, or 95.3%, were small firms; they generated 62.9% of Florida's \$53.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Florida Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	456,894	1,026,665	45%
Accommodation and Food Services	447,091	864,137	52%
Professional, Scientific, and Technical Services	315,172	469,687	67%
Retail Trade	302,979	1,026,295	30%
Construction	298,732	336,909	89%
Other Services (Except Public Administration)	248,767	306,951	81%
Administrative, Support, and Waste Management	242,468	1,405,377	17%
Wholesale Trade	188,770	310,776	61%
Manufacturing	156,050	290,647	54%
Finance and Insurance	108,658	343,371	32%
Real Estate and Rental and Leasing	96,889	157,285	62%
Arts, Entertainment, and Recreation	95,753	184,054	52%
Educational Services	82,354	157,870	52%
Transportation and Warehousing	71,718	213,677	34%
Information	36,119	168,244	21%
Agriculture, Forestry, and Fishing and Hunting	6,976	9,051	77%
Utilities	6,683	26,665	25%
Mining, Quarrying, and Oil and Gas Extraction	1,652	4,343	38%
Total	3,182,562	7,441,584	43%

Figure 4: Florida Small Business Percent of Employment by County

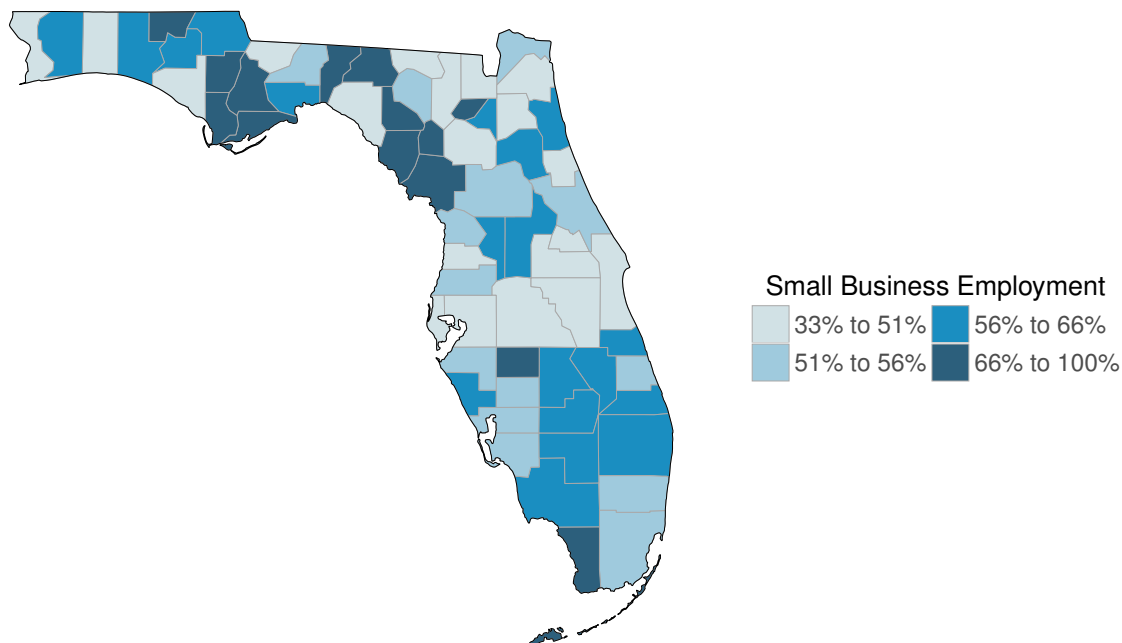
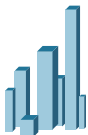






Table 2: Florida Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	41,939	39,456	339,617	381,556
Professional, Scientific, and Technical Services	68,938	65,711	241,197	310,135
Real Estate and Rental and Leasing	26,672	25,757	234,216	260,888
Administrative, Support, and Waste Management	29,491	27,077	226,045	255,536
Construction	45,859	42,648	170,898	216,757
Health Care and Social Assistance	46,290	42,143	168,427	214,717
Retail Trade	46,153	43,224	140,619	186,772
Transportation and Warehousing	11,673	10,694	106,382	118,055
Arts, Entertainment, and Recreation	7,255	6,220	82,200	89,455
Finance and Insurance	17,166	16,064	61,571	78,737
Wholesale Trade	26,615	24,008	40,215	66,830
Accommodation and Food Services	28,260	21,985	30,903	59,163
Educational Services	5,828	4,813	42,542	48,370
Manufacturing	11,730	9,786	23,013	34,743
Information	4,591	4,118	23,632	28,223
Agriculture, Forestry, and Fishing and Hunting	969	901	14,192	15,161
Utilities	273	225	1,613	1,886
Mining, Quarrying, and Oil and Gas Extraction	206	172	1,075	1,281
Total	419,974	385,809	1,948,357	2,368,331

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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GEORGIA



1.0 million
99.6%

Small Businesses
of Georgia Businesses

1.6 million
43.7%

Small Business Employees
of Georgia Employees



EMPLOYMENT

41,287
net new jobs



DIVERSITY

371,524
minority-owned
businesses



TRADE

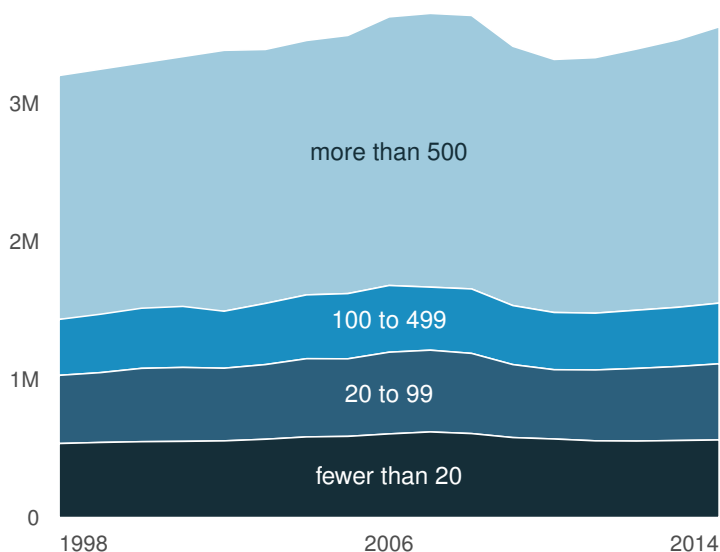
88.5%
of Georgia exporters

OVERALL GEORGIA ECONOMY

- In the second quarter of 2016, Georgia grew at an annual rate of **0.4%**, which was slower than the overall US growth rate of **1.2%**. Georgia's 2015 growth rate of **2.6%** was up from the 2014 rate of **2.5%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.3%**, down from **5.5%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Georgia Employment by Business Size (Employees)



- Georgia small businesses employed **1.6 million** people, or **43.7%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **4.2%**. This was above the previous year's increase of **1.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **41,287** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **9,738** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **3,892** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **149,865** loans under \$100,000 (valued at **\$2.0 billion**) were issued by Georgia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$42,853** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,975**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Georgia Small Business Ownership, 2012

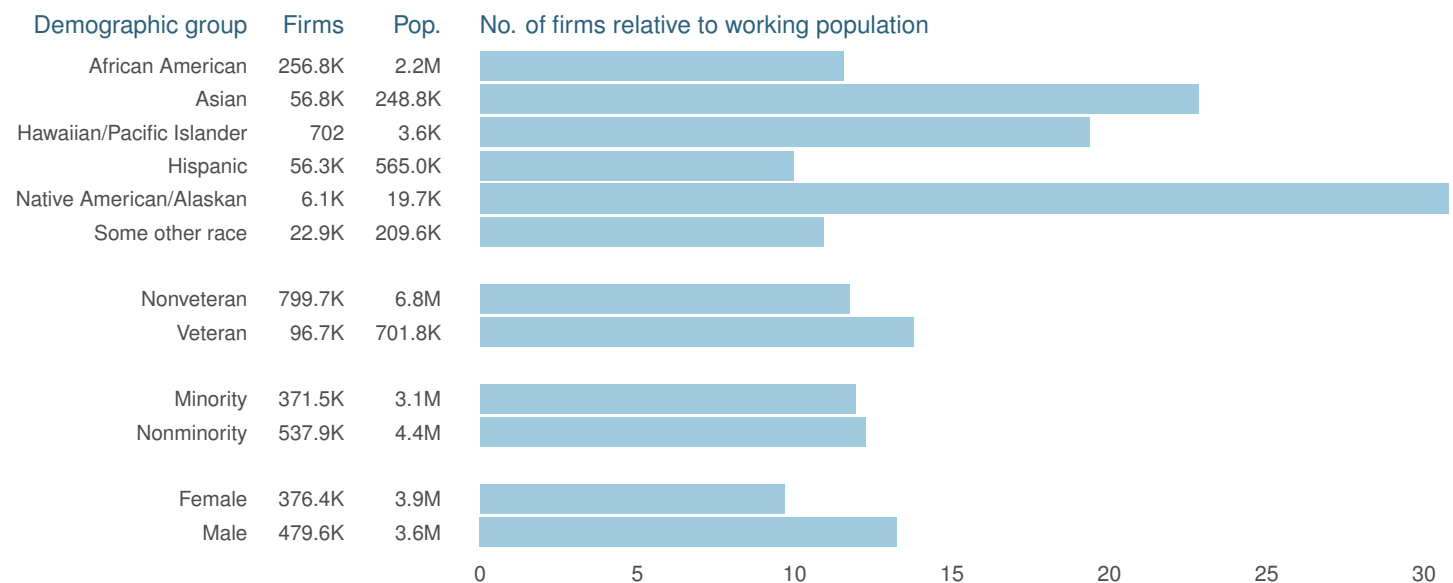
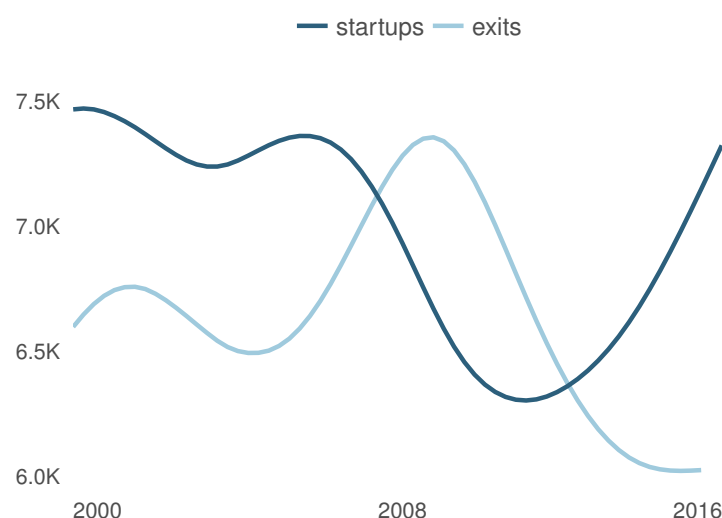


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 10 female-owned firms per 100 working age females or $376.4K \div 3.9M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Georgia Quarterly Startups and Exits



- In the second quarter of 2015, **7,049** establishments started up, generating **27,131** new jobs in Georgia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **6,908** establishments exited resulting in **26,523** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 14,547 companies exported goods from Georgia in 2014. Among these, 12,869, or 88.5%, were small firms; they generated 30.1% of Georgia's \$35.9 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Georgia Employment by Industry, 2014





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	231,701	390,371	59%
Health Care and Social Assistance	206,099	462,968	45%
Professional, Scientific, and Technical Services	140,580	247,331	57%
Retail Trade	139,502	453,396	31%
Other Services (Except Public Administration)	129,886	153,866	84%
Construction	123,047	154,932	79%
Manufacturing	120,589	352,455	34%
Administrative, Support, and Waste Management	105,505	341,747	31%
Wholesale Trade	102,213	199,360	51%
Finance and Insurance	54,032	167,775	32%
Educational Services	41,172	81,980	50%
Transportation and Warehousing	41,044	167,898	24%
Real Estate and Rental and Leasing	37,836	58,814	64%
Arts, Entertainment, and Recreation	28,190	44,990	63%
Information	23,897	117,588	20%
Agriculture, Forestry, and Fishing and Hunting	7,207	7,625	95%
Utilities	6,674	23,042	29%
Mining, Quarrying, and Oil and Gas Extraction	2,436	4,845	50%
Total	1,551,537	3,551,163	44%

Figure 4: Georgia Small Business Percent of Employment by County

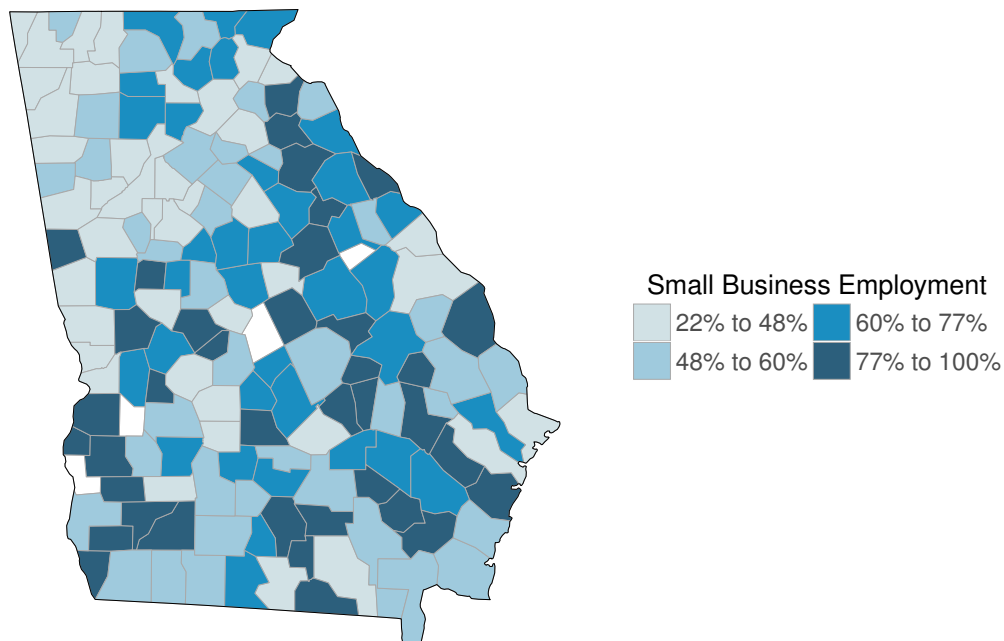
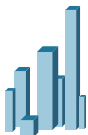






Table 2: Georgia Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	19,173	17,779	162,916	182,089
Professional, Scientific, and Technical Services	26,140	24,422	103,207	129,347
Construction	16,009	14,581	95,490	111,499
Administrative, Support, and Waste Management	9,571	8,355	97,950	107,521
Health Care and Social Assistance	17,957	15,683	69,943	87,900
Retail Trade	20,447	18,942	62,458	82,905
Real Estate and Rental and Leasing	8,030	7,548	72,417	80,447
Transportation and Warehousing	4,656	3,952	44,352	49,008
Arts, Entertainment, and Recreation	2,640	2,310	38,954	41,594
Finance and Insurance	7,361	6,706	22,053	29,414
Accommodation and Food Services	13,721	10,244	14,638	28,359
Educational Services	2,580	2,083	23,309	25,889
Wholesale Trade	10,167	8,373	13,171	23,338
Manufacturing	5,941	4,381	10,615	16,556
Information	1,989	1,626	10,744	12,733
Agriculture, Forestry, and Fishing and Hunting	901	806	5,911	6,812
Utilities	115	62	671	786
Mining, Quarrying, and Oil and Gas Extraction	104	80	153	257
Total	167,506	148,330	848,952	1,016,458

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

HAWAII



126,600
99.3%

Small Businesses
of Hawaii Businesses

267,796
51.6%

Small Business Employees
of Hawaii Employees



EMPLOYMENT

6,672
net new jobs



DIVERSITY

74,187
minority-owned
businesses



TRADE

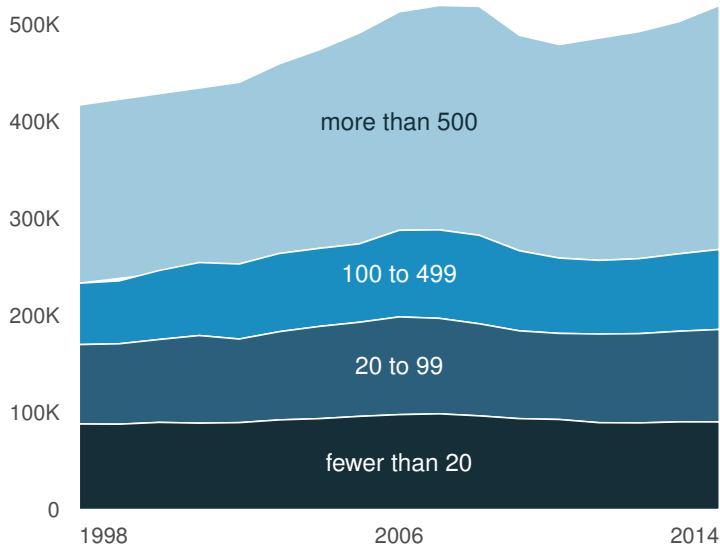
86.5%
of Hawaii exporters

OVERALL HAWAII ECONOMY

- In the second quarter of 2016, Hawaii grew at an annual rate of **0.3%**, which was slower than the overall US growth rate of **1.2%**. Hawaii's 2015 growth rate of **2.3%** was up from the 2014 rate of **0.3%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.0%**, down from **3.3%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Hawaii Employment by Business Size (Employees)



- Hawaii small businesses employed **267,796** people, or **51.6%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.8%**. This was above the previous year's increase of **2.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,672** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **2,029** net jobs. The largest losses were in firms employing 5 to 9 employees, which lost **301** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **23,079** loans under \$100,000 (valued at **\$330.3 million**) were issued by Hawaii lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$47,728** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,566**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Hawaii Small Business Ownership, 2012

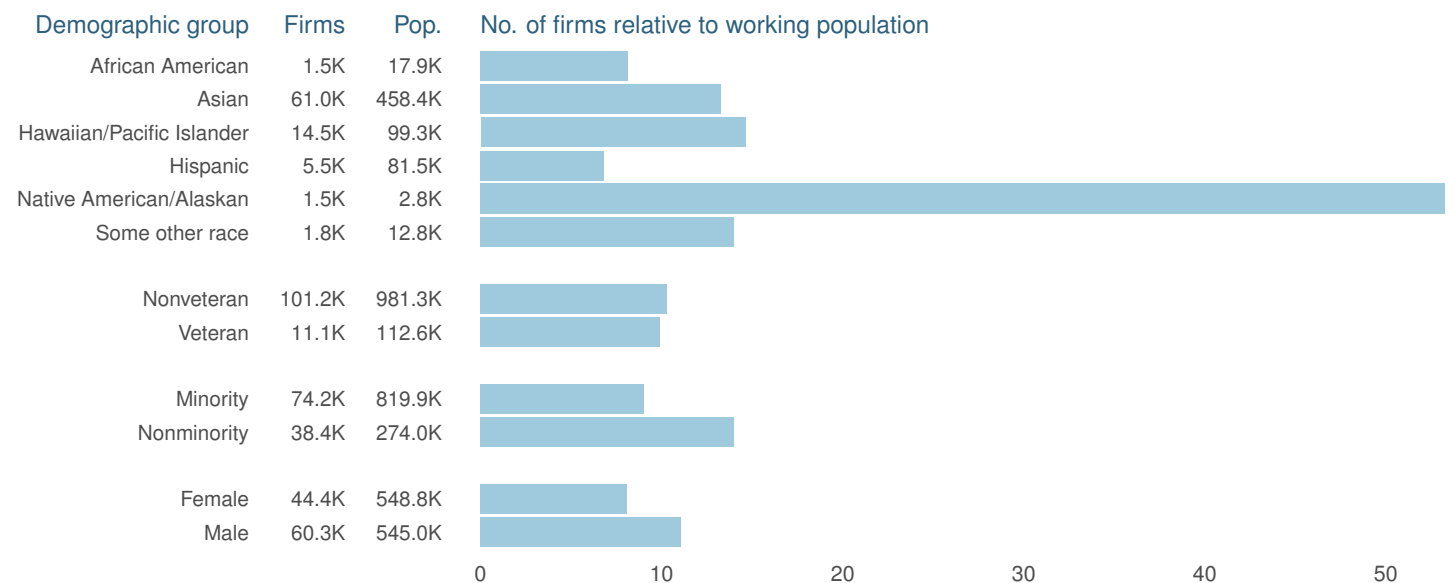
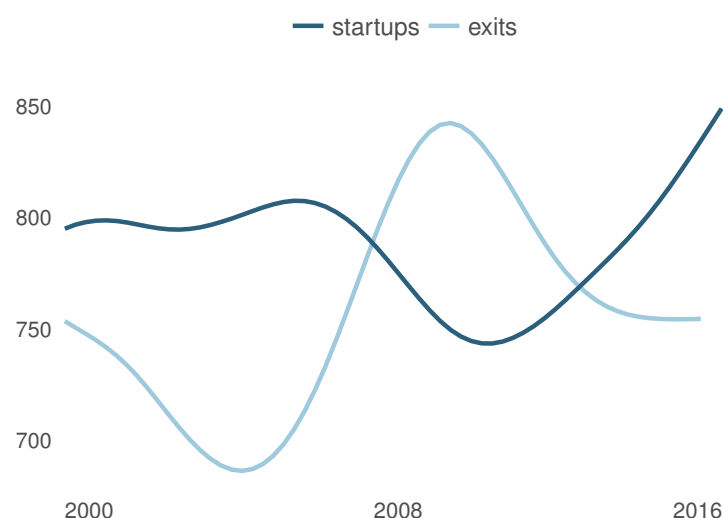


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $44.4K \div 548.8K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Hawaii Quarterly Startups and Exits



- In the second quarter of 2015, **831** establishments started up, generating **2,973** new jobs in Hawaii. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **797** establishments exited resulting in **3,001** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 883 companies exported goods from Hawaii in 2014. Among these, 764, or 86.5%, were small firms; they generated 71.8% of Hawaii's \$913.0 million in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

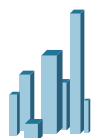
Table 1: Hawaii Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	51,249	104,888	49%
Health Care and Social Assistance	33,446	68,461	49%
Retail Trade	27,506	70,860	39%
Construction	23,654	27,802	85%
Other Services (Except Public Administration)	22,115	25,549	87%
Administrative, Support, and Waste Management	21,076	57,775	36%
Professional, Scientific, and Technical Services	17,188	23,499	73%
Wholesale Trade	13,626	19,068	71%
Transportation and Warehousing	11,440	29,238	39%
Arts, Entertainment, and Recreation	9,221	11,344	81%
Manufacturing	9,028	11,958	75%
Educational Services	8,645	18,687	46%
Real Estate and Rental and Leasing	7,804	12,186	64%
Finance and Insurance	7,206	19,244	37%
Information	1,960	8,228	24%
Utilities	529	3,648	15%
Agriculture, Forestry, and Fishing and Hunting	143	143	100%
Mining, Quarrying, and Oil and Gas Extraction	s	152	-
Total	267,796	519,130	52%

Figure 4: Hawaii Small Business Percent of Employment by County



Table 2: Hawaii Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	3,050	2,804	16,168	19,218
Professional, Scientific, and Technical Services	2,765	2,531	15,186	17,951
Real Estate and Rental and Leasing	1,530	1,427	11,689	13,219
Retail Trade	2,623	2,314	10,067	12,690
Health Care and Social Assistance	2,853	2,586	7,874	10,727
Construction	2,658	2,378	7,544	10,202
Administrative, Support, and Waste Management	1,455	1,210	8,606	10,061
Arts, Entertainment, and Recreation	478	356	6,378	6,856
Accommodation and Food Services	2,739	2,045	1,887	4,626
Wholesale Trade	1,298	1,077	2,672	3,970
Transportation and Warehousing	622	458	3,299	3,921
Finance and Insurance	653	566	2,806	3,459
Educational Services	453	352	2,676	3,129
Manufacturing	715	589	2,224	2,939
Agriculture, Forestry, and Fishing and Hunting	29	26	2,110	2,139
Information	248	216	1,168	1,416
Utilities	17	12	182	199
Mining, Quarrying, and Oil and Gas Extraction	7	5	8	15
Total	24,056	20,977	102,544	126,600

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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IDAHO



154,410
99.2%

Small Businesses
of Idaho Businesses

293,893
55.4%

Small Business Employees
of Idaho Employees



EMPLOYMENT

11,243
net new jobs



DIVERSITY

10,585
minority-owned
businesses



TRADE

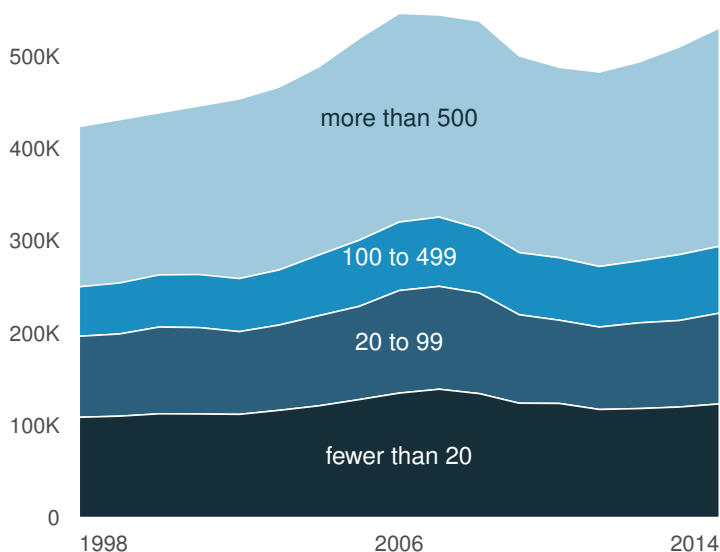
83.8%
of Idaho exporters

OVERALL IDAHO ECONOMY

- In the second quarter of 2016, Idaho grew at an annual rate of **2.8%**, which was faster than the overall US growth rate of **1.2%**. Idaho's 2015 growth rate of **2.7%** was up from the 2014 rate of **1.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.8%**, down from **3.9%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Idaho Employment by Business Size (Employees)



- Idaho small businesses employed **293,893** people, or **55.4%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.6%**. This was below the previous year's increase of **3.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **11,243** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **2,324** net jobs. The smallest gains were in firms employing 50 to 99 employees, which added **319** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **30,854** loans under \$100,000 (valued at **\$452.6 million**) were issued by Idaho lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,764** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,927**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

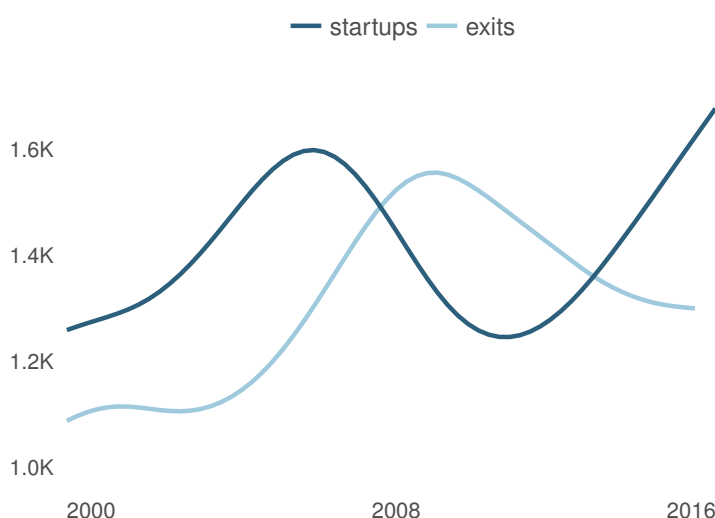
Figure 2: Idaho Small Business Ownership, 2012



Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $45.1K \div 596.5K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Idaho Quarterly Startups and Exits



- In the second quarter of 2015, **1,560** establishments started up, generating **4,480** new jobs in Idaho. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,484** establishments exited resulting in **4,480** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

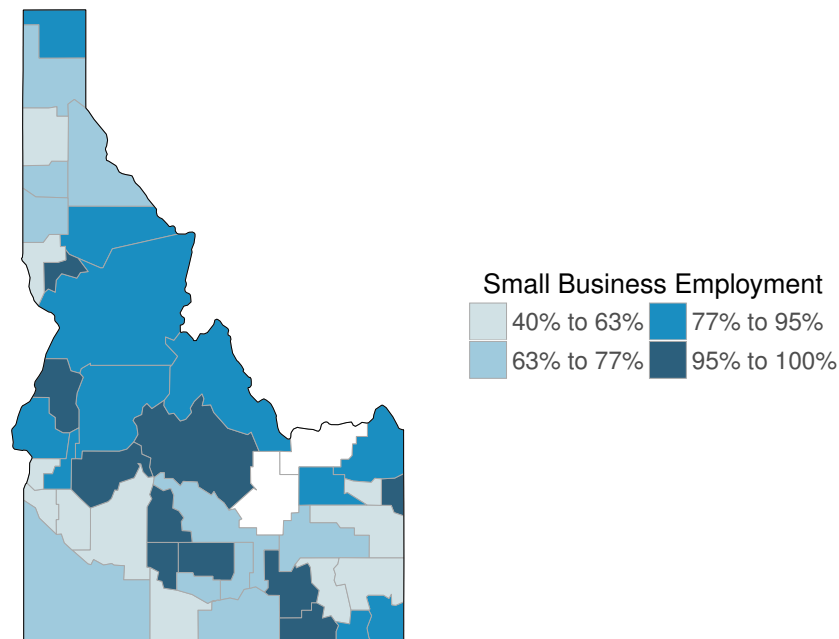
- A total of 1,816 companies exported goods from Idaho in 2014. Among these, 1,522, or 83.8%, were small firms; they generated 26.6% of Idaho's \$4.9 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Idaho Employment by Industry, 2014

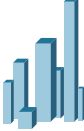




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	49,090	87,810	56%
Accommodation and Food Services	38,745	57,533	67%
Retail Trade	33,658	79,518	42%
Construction	31,076	32,405	96%
Manufacturing	25,592	55,281	46%
Professional, Scientific, and Technical Services	19,011	34,193	56%
Other Services (Except Public Administration)	16,829	18,959	89%
Wholesale Trade	16,123	29,464	55%
Administrative, Support, and Waste Management	15,136	36,605	41%
Transportation and Warehousing	10,926	17,500	62%
Finance and Insurance	8,596	22,628	38%
Arts, Entertainment, and Recreation	6,834	8,973	76%
Real Estate and Rental and Leasing	5,914	6,926	85%
Educational Services	5,005	12,851	39%
Information	4,418	11,994	37%
Agriculture, Forestry, and Fishing and Hunting	2,921	3,019	97%
Mining, Quarrying, and Oil and Gas Extraction	1,710	2,978	57%
Utilities	774	s	-
Total	293,893	530,490	55%

Figure 4: Idaho Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Idaho Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	3,128	2,958	17,308	20,436
Construction	5,902	5,600	13,532	19,434
Professional, Scientific, and Technical Services	3,966	3,731	15,111	19,077
Real Estate and Rental and Leasing	1,888	1,818	15,675	17,563
Retail Trade	3,686	3,247	12,729	16,415
Health Care and Social Assistance	4,213	3,678	9,048	13,261
Administrative, Support, and Waste Management	1,982	1,819	7,835	9,817
Transportation and Warehousing	1,534	1,395	4,750	6,284
Arts, Entertainment, and Recreation	707	626	5,468	6,175
Finance and Insurance	1,367	1,257	3,656	5,023
Accommodation and Food Services	2,755	2,202	1,547	4,302
Manufacturing	1,590	1,262	2,709	4,299
Educational Services	420	336	3,203	3,623
Wholesale Trade	1,379	1,029	1,965	3,344
Agriculture, Forestry, and Fishing and Hunting	436	411	2,583	3,019
Information	388	311	1,457	1,845
Mining, Quarrying, and Oil and Gas Extraction	113	92	178	291
Utilities	107	92	131	238
Total	35,525	31,939	118,885	154,410

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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ILLINOIS



1.2 million
99.6%

Small Businesses
of Illinois Businesses

2.4 million
46.0%

Small Business Employees
of Illinois Employees



EMPLOYMENT

43,836
net new jobs



DIVERSITY

311,609
minority-owned
businesses



TRADE

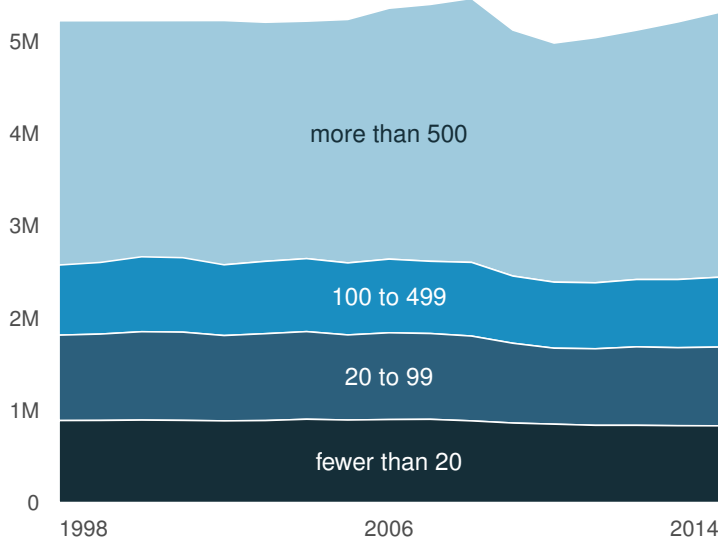
90.0%
of Illinois exporters

OVERALL ILLINOIS ECONOMY

- In the second quarter of 2016, Illinois grew at an annual rate of **1.0%**, which was slower than the overall US growth rate of **1.2%**. Illinois's 2015 growth rate of **1.8%** was up from the 2014 rate of **1.1%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.6%**, down from **6.1%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Illinois Employment by Business Size (Employees)



- Illinois small businesses employed **2.4 million** people, or **46.0%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.9%**. This was above the previous year's increase of **0.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **43,836** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **15,992** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **496** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **192,611** loans under \$100,000 (valued at **\$2.5 billion**) were issued by Illinois lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,161** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,481**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Illinois Small Business Ownership, 2012

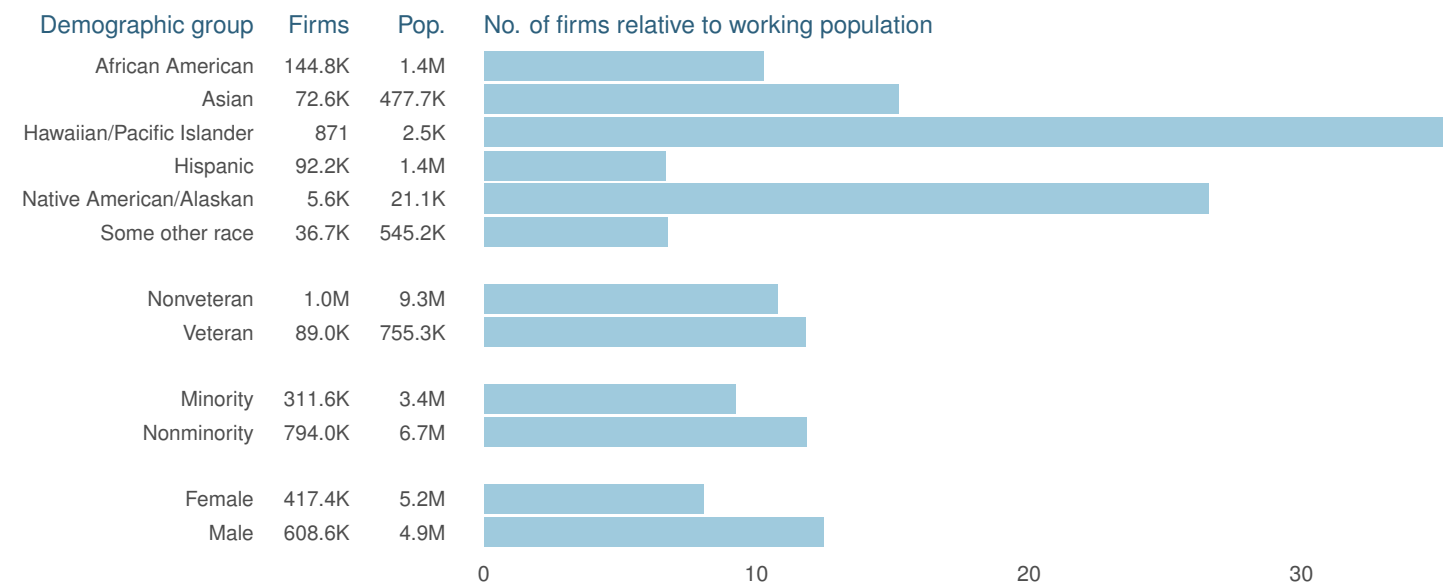
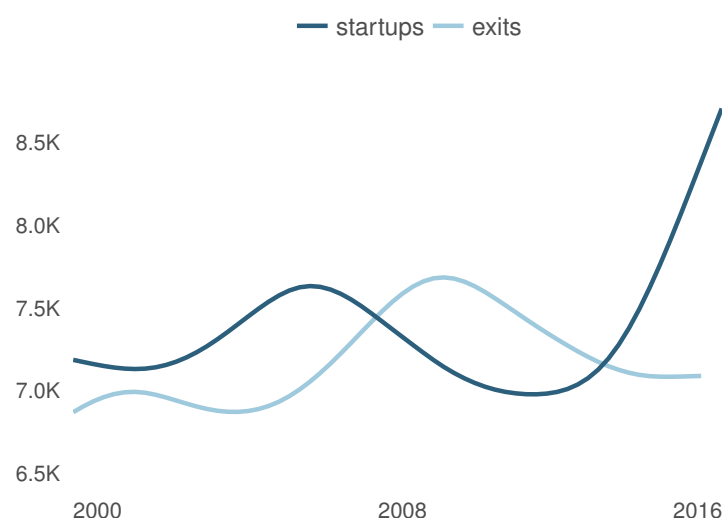


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $417.4K \div 5.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Illinois Quarterly Startups and Exits



- In the second quarter of 2015, **9,675** establishments started up, generating **39,402** new jobs in Illinois. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **7,103** establishments exited resulting in **26,767** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 23,252 companies exported goods from Illinois in 2014. Among these, 20,926, or 90.0%, were small firms; they generated 24.6% of Illinois's \$60.8 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Illinois Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	350,892	787,928	45%
Accommodation and Food Services	303,329	498,190	61%
Manufacturing	265,564	544,488	49%
Professional, Scientific, and Technical Services	217,579	419,062	52%
Other Services (Except Public Administration)	207,766	244,981	85%
Retail Trade	202,551	605,655	33%
Wholesale Trade	171,295	314,398	54%
Construction	156,609	182,749	86%
Administrative, Support, and Waste Management	152,153	471,702	32%
Finance and Insurance	104,641	328,292	32%
Transportation and Warehousing	76,973	231,473	33%
Educational Services	70,145	164,407	43%
Real Estate and Rental and Leasing	50,923	76,466	67%
Arts, Entertainment, and Recreation	49,282	78,114	63%
Information	35,181	124,909	28%
Mining, Quarrying, and Oil and Gas Extraction	5,375	9,089	59%
Utilities	3,282	28,412	12%
Agriculture, Forestry, and Fishing and Hunting	1,285	2,020	64%
Total	2,441,995	5,312,290	46%

Figure 4: Illinois Small Business Percent of Employment by County

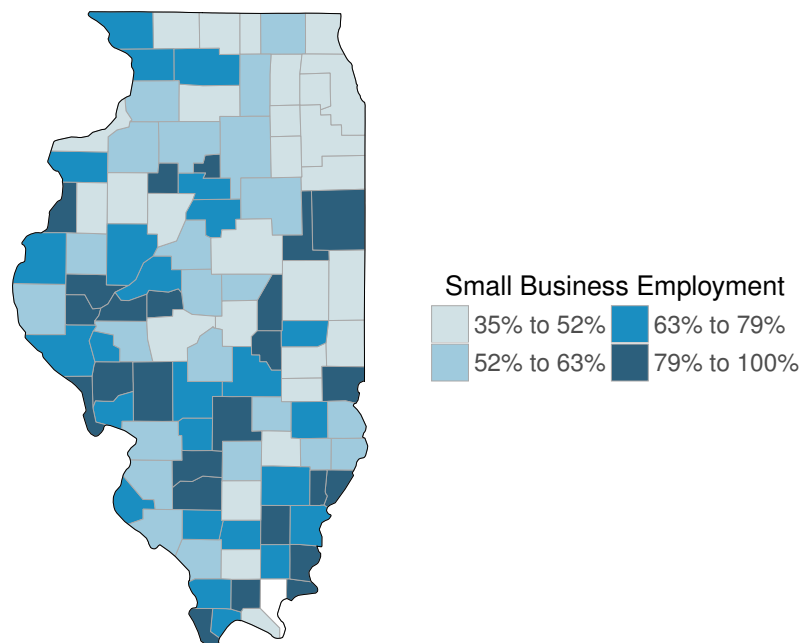
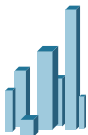






Table 2: Illinois Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	29,237	27,076	154,196	183,433
Professional, Scientific, and Technical Services	36,191	33,595	127,454	163,645
Health Care and Social Assistance	25,855	22,442	95,732	121,587
Construction	27,954	26,333	93,264	121,218
Real Estate and Rental and Leasing	9,679	9,024	89,810	99,489
Transportation and Warehousing	12,504	11,398	82,046	94,550
Retail Trade	23,440	21,034	69,005	92,445
Administrative, Support, and Waste Management	14,103	12,390	76,565	90,668
Arts, Entertainment, and Recreation	4,199	3,582	49,077	53,276
Finance and Insurance	11,853	10,599	30,675	42,528
Accommodation and Food Services	20,760	16,363	13,124	33,884
Educational Services	3,757	2,888	29,372	33,129
Wholesale Trade	14,716	11,909	14,550	29,266
Manufacturing	11,785	8,416	10,574	22,359
Information	2,785	2,280	11,744	14,529
Agriculture, Forestry, and Fishing and Hunting	293	278	5,095	5,388
Mining, Quarrying, and Oil and Gas Extraction	452	395	2,320	2,772
Utilities	151	105	550	701
Total	249,505	220,543	955,153	1,204,658

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

INDIANA



504,377
99.4%

Small Businesses
of Indiana Businesses

1.2 million
45.5%

Small Business Employees
of Indiana Employees



EMPLOYMENT
16,878
net new jobs



DIVERSITY
61,209
minority-owned
businesses



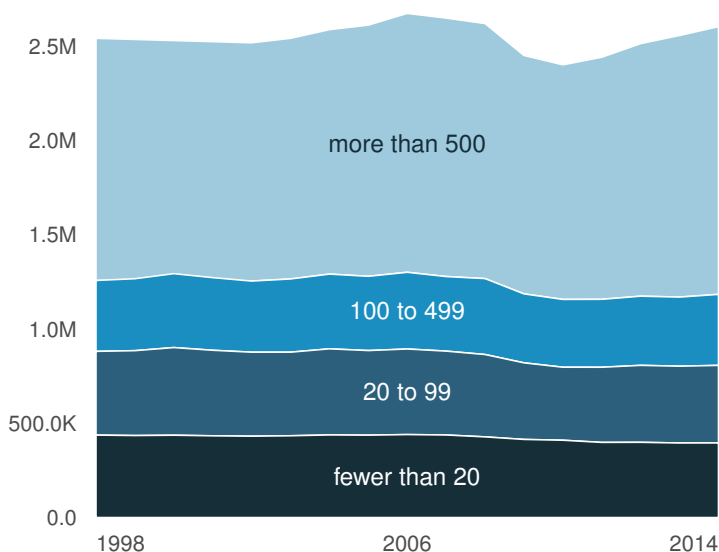
TRADE
85.0%
of Indiana exporters

OVERALL INDIANA ECONOMY

- In the second quarter of 2016, Indiana grew at an annual rate of **1.2%**, which was the same as the overall US growth rate. Indiana's 2015 growth rate of **1.4%** was down from the 2014 rate of **2.1%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.2%**, down from **4.6%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Indiana Employment by Business Size (Employees)



- Indiana small businesses employed **1.2 million** people, or **45.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.4%**. This was above the previous year's increase of **2.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **16,878** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **6,186** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **775** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **71,526** loans under \$100,000 (valued at **\$1.1 billion**) were issued by Indiana lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,781** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,524**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Indiana Small Business Ownership, 2012

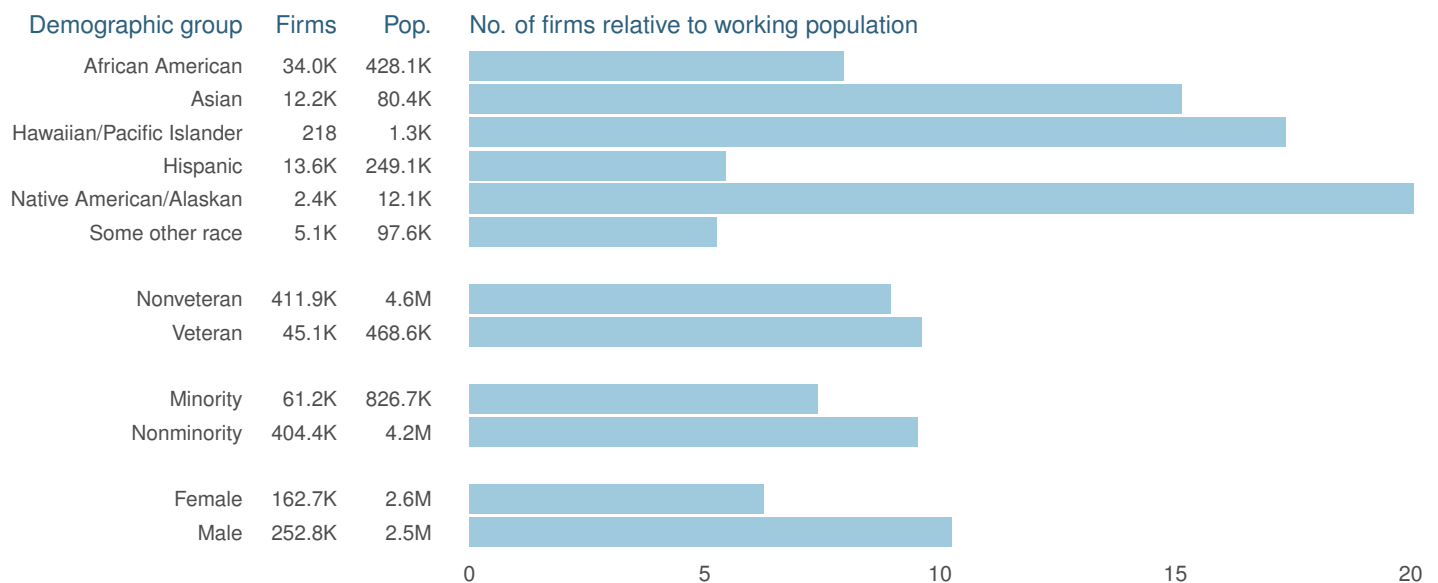
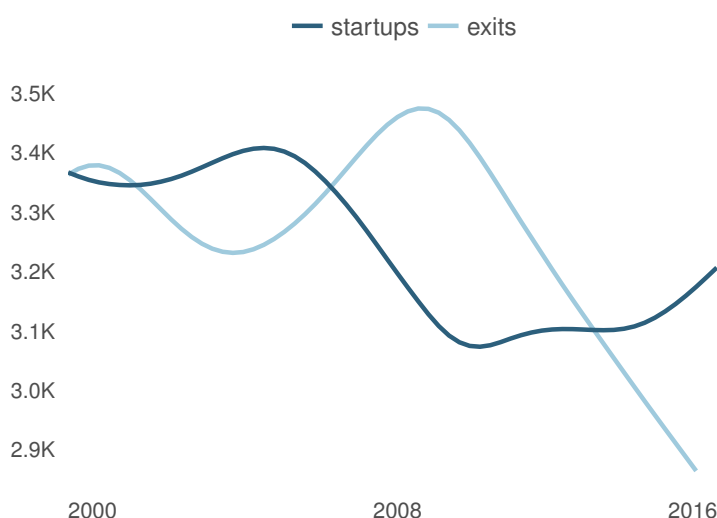


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $162.7K \div 2.6M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Indiana Quarterly Startups and Exits



- In the second quarter of 2015, **2,986** establishments started up, generating **10,527** new jobs in Indiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,828** establishments exited resulting in **11,022** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 8,585 companies exported goods from Indiana in 2014. Among these, 7,295, or 85.0%, were small firms; they generated 16.5% of Indiana's \$33.1 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Indiana Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Manufacturing	178,174	475,831	37%
Health Care and Social Assistance	166,165	403,393	41%
Accommodation and Food Services	151,294	268,596	56%
Retail Trade	111,746	314,603	36%
Other Services (Except Public Administration)	107,536	125,785	85%
Construction	92,671	115,070	81%
Professional, Scientific, and Technical Services	71,862	110,540	65%
Wholesale Trade	67,090	116,315	58%
Administrative, Support, and Waste Management	61,097	197,122	31%
Transportation and Warehousing	41,574	119,402	35%
Finance and Insurance	37,778	98,648	38%
Arts, Entertainment, and Recreation	23,652	34,015	70%
Educational Services	23,015	67,208	34%
Real Estate and Rental and Leasing	22,423	31,845	70%
Information	12,609	43,512	29%
Mining, Quarrying, and Oil and Gas Extraction	3,180	6,008	53%
Utilities	3,060	14,853	21%
Agriculture, Forestry, and Fishing and Hunting	981	1,469	67%
Total	1,183,203	2,602,895	45%

Figure 4: Indiana Small Business Percent of Employment by County

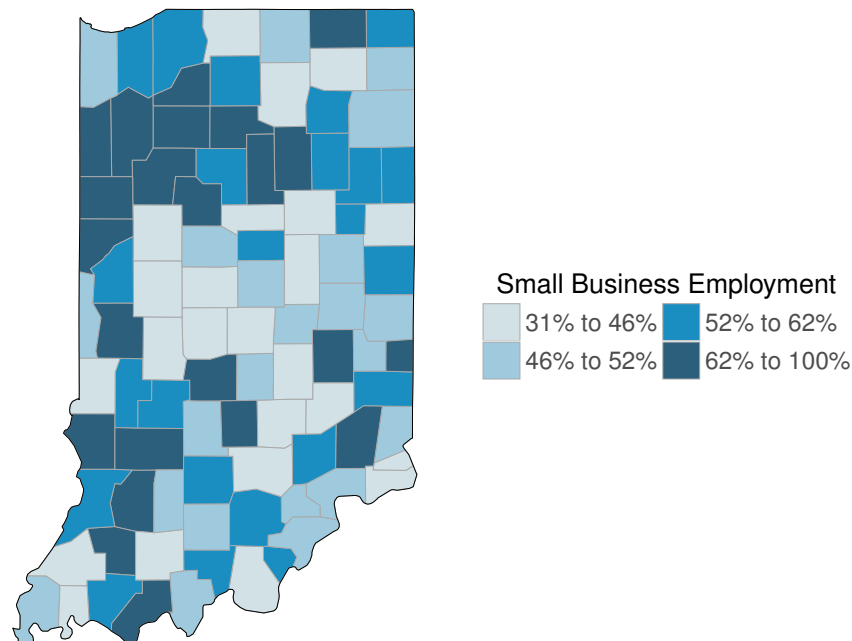
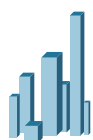


Table 2: Indiana Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	14,836	13,673	69,116	83,952
Construction	12,712	11,736	47,642	60,354
Professional, Scientific, and Technical Services	11,569	10,688	44,690	56,259
Retail Trade	11,827	10,471	39,582	51,409
Real Estate and Rental and Leasing	4,355	4,045	42,711	47,066
Administrative, Support, and Waste Management	5,865	5,134	34,125	39,990
Health Care and Social Assistance	9,829	8,246	28,732	38,561
Transportation and Warehousing	4,130	3,515	22,029	26,159
Arts, Entertainment, and Recreation	1,950	1,655	19,183	21,133
Finance and Insurance	4,474	4,068	11,697	16,171
Accommodation and Food Services	9,022	6,799	4,870	13,892
Manufacturing	6,533	4,363	6,968	13,501
Educational Services	1,416	1,123	11,602	13,018
Wholesale Trade	5,496	4,221	6,397	11,893
Information	908	719	4,643	5,551
Agriculture, Forestry, and Fishing and Hunting	236	226	4,038	4,274
Mining, Quarrying, and Oil and Gas Extraction	157	123	848	1,005
Utilities	160	117	328	488
Total	105,176	91,082	399,201	504,377

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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IOWA



266,382
99.3%

Small Businesses
of Iowa Businesses

641,288
48.7%

Small Business Employees
of Iowa Employees



EMPLOYMENT

6,126
net new jobs



DIVERSITY

14,686
minority-owned
businesses



TRADE

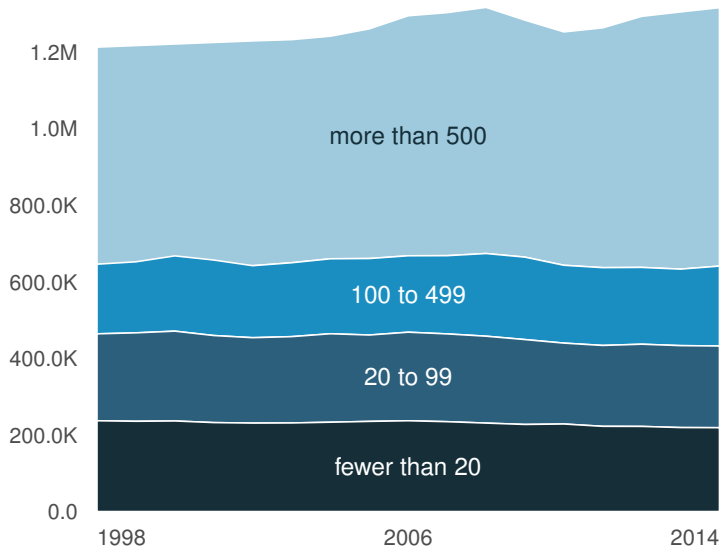
82.9%
of Iowa exporters

OVERALL IOWA ECONOMY

- In the second quarter of 2016, Iowa grew at an annual rate of **1.3%**, which was faster than the overall US growth rate of **1.2%**. Iowa's 2015 growth rate of **1.3%** was down from the 2014 rate of **2.6%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.8%**, up from **3.5%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Iowa Employment by Business Size (Employees)



- Iowa small businesses employed **641,288** people, or **48.7%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.6%**. This was above the previous year's increase of **0.5%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,126** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **2,733** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **304** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **37,562** loans under \$100,000 (valued at **\$556.5 million**) were issued by Iowa lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,861** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$25,201**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Iowa Small Business Ownership, 2012

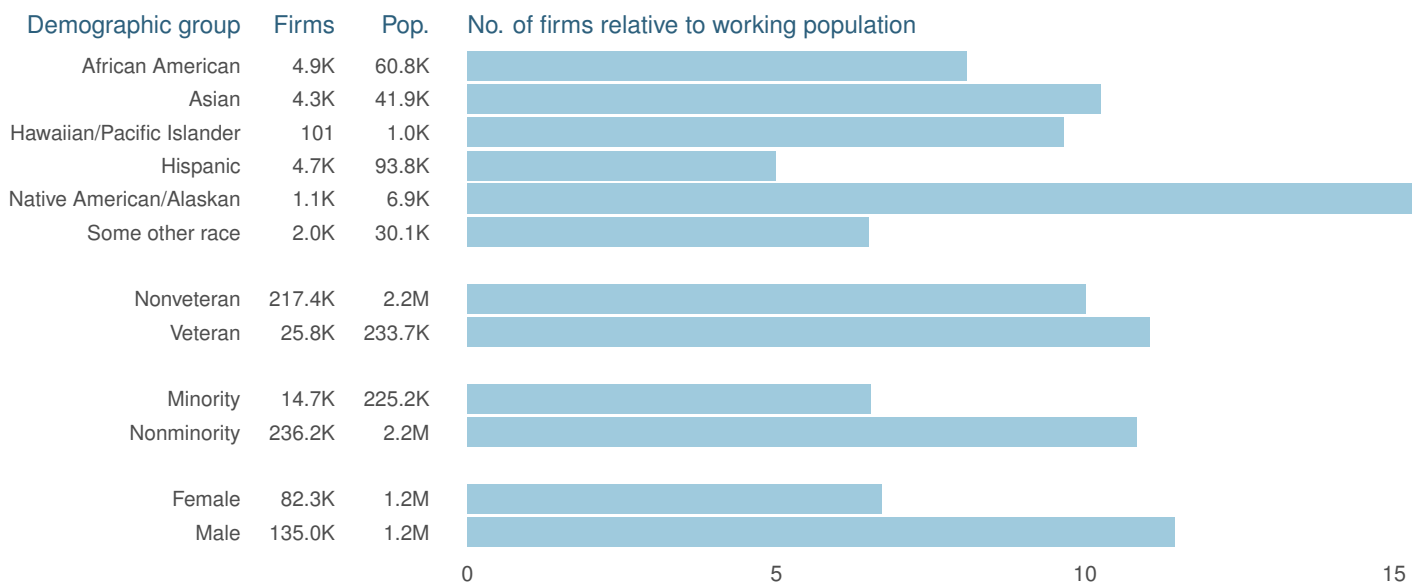
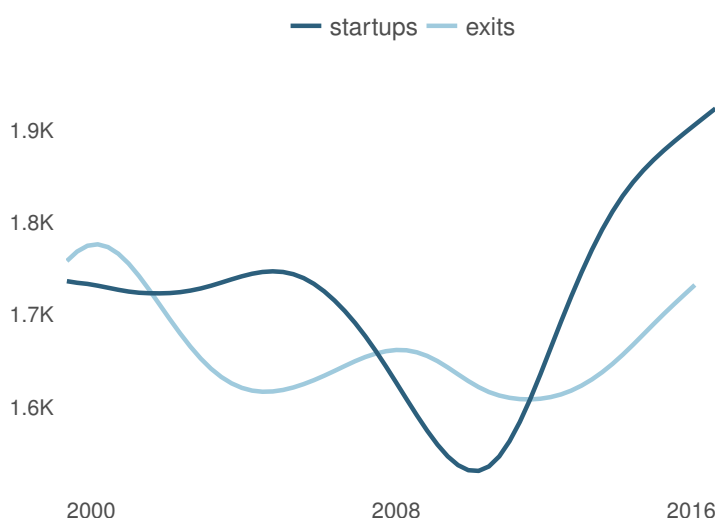


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $82.3K \div 1.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Iowa Quarterly Startups and Exits



- In the second quarter of 2015, **1,767** establishments started up, generating **7,398** new jobs in Iowa. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,659** establishments exited resulting in **5,985** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 3,374 companies exported goods from Iowa in 2014. Among these, 2,798, or 82.9%, were small firms; they generated 19.8% of Iowa's \$13.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Iowa Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	112,401	216,134	52%
Accommodation and Food Services	81,159	116,374	70%
Manufacturing	69,620	209,256	33%
Retail Trade	64,528	180,421	36%
Construction	52,256	59,784	87%
Other Services (Except Public Administration)	47,454	51,213	93%
Wholesale Trade	45,718	66,512	69%
Professional, Scientific, and Technical Services	33,804	51,433	66%
Finance and Insurance	32,071	90,882	35%
Administrative, Support, and Waste Management	25,842	74,073	35%
Transportation and Warehousing	20,909	55,733	38%
Arts, Entertainment, and Recreation	14,482	21,366	68%
Educational Services	12,240	45,058	27%
Information	9,578	30,883	31%
Real Estate and Rental and Leasing	9,376	12,403	76%
Agriculture, Forestry, and Fishing and Hunting	1,817	2,581	70%
Utilities	1,697	7,964	21%
Mining, Quarrying, and Oil and Gas Extraction	1,497	2,056	73%
Total	641,288	1,316,447	49%

Figure 4: Iowa Small Business Percent of Employment by County

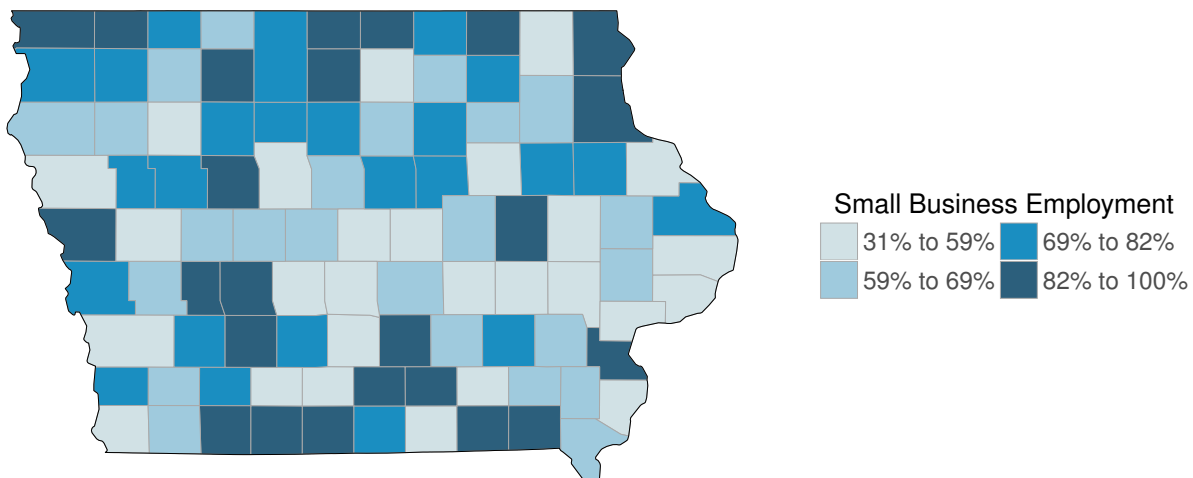







Table 2: Iowa Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	8,395	7,969	31,449	39,844
Construction	8,305	7,751	26,267	34,572
Retail Trade	7,110	6,276	22,580	29,690
Professional, Scientific, and Technical Services	5,597	5,165	20,268	25,865
Health Care and Social Assistance	5,398	4,262	20,053	25,451
Real Estate and Rental and Leasing	2,209	2,077	22,898	25,107
Administrative, Support, and Waste Management	2,969	2,666	13,990	16,959
Transportation and Warehousing	3,001	2,709	10,362	13,363
Finance and Insurance	3,393	3,036	7,733	11,126
Arts, Entertainment, and Recreation	1,393	1,226	9,438	10,831
Accommodation and Food Services	5,406	4,219	2,722	8,128
Wholesale Trade	3,050	2,280	3,104	6,154
Manufacturing	2,745	1,906	3,017	5,762
Agriculture, Forestry, and Fishing and Hunting	296	277	4,990	5,286
Educational Services	641	502	4,587	5,228
Information	739	611	2,198	2,937
Utilities	75	39	206	281
Mining, Quarrying, and Oil and Gas Extraction	65	45	46	111
Total	60,474	53,092	205,908	266,382

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KANSAS



250,021
99.2%

Small Businesses
of Kansas Businesses

604,206
51.3%

Small Business Employees
of Kansas Employees



EMPLOYMENT

10,723
net new jobs



DIVERSITY

26,104
minority-owned
businesses



TRADE

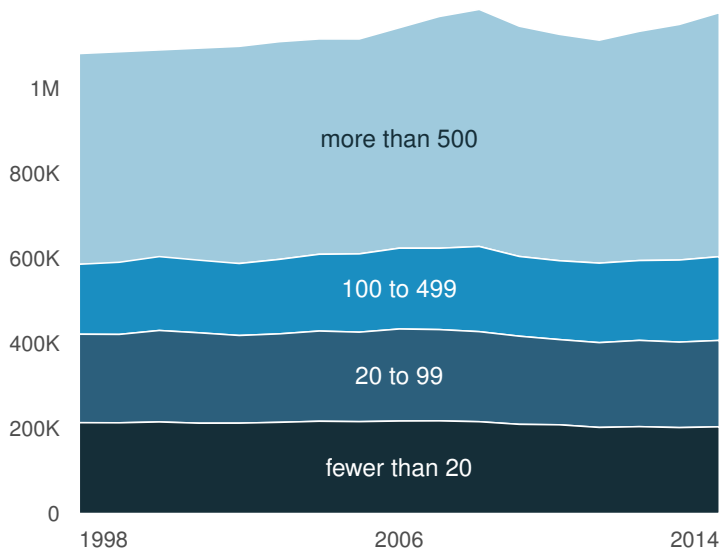
82.6%
of Kansas exporters

OVERALL KANSAS ECONOMY

- In the second quarter of 2016, Kansas grew at an annual rate of **2.3%**, which was faster than the overall US growth rate of **1.2%**. Kansas's 2015 growth rate of **0.8%** was down from the 2014 rate of **1.3%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.3%**, up from **4.0%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Kansas Employment by Business Size (Employees)



- Kansas small businesses employed **604,206** people, or **51.3%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.7%**. This was below the previous year's increase of **1.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **10,723** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **2,707** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **812** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **34,596** loans under \$100,000 (valued at **\$456.4 million**) were issued by Kansas lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,471** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,297**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Kansas Small Business Ownership, 2012

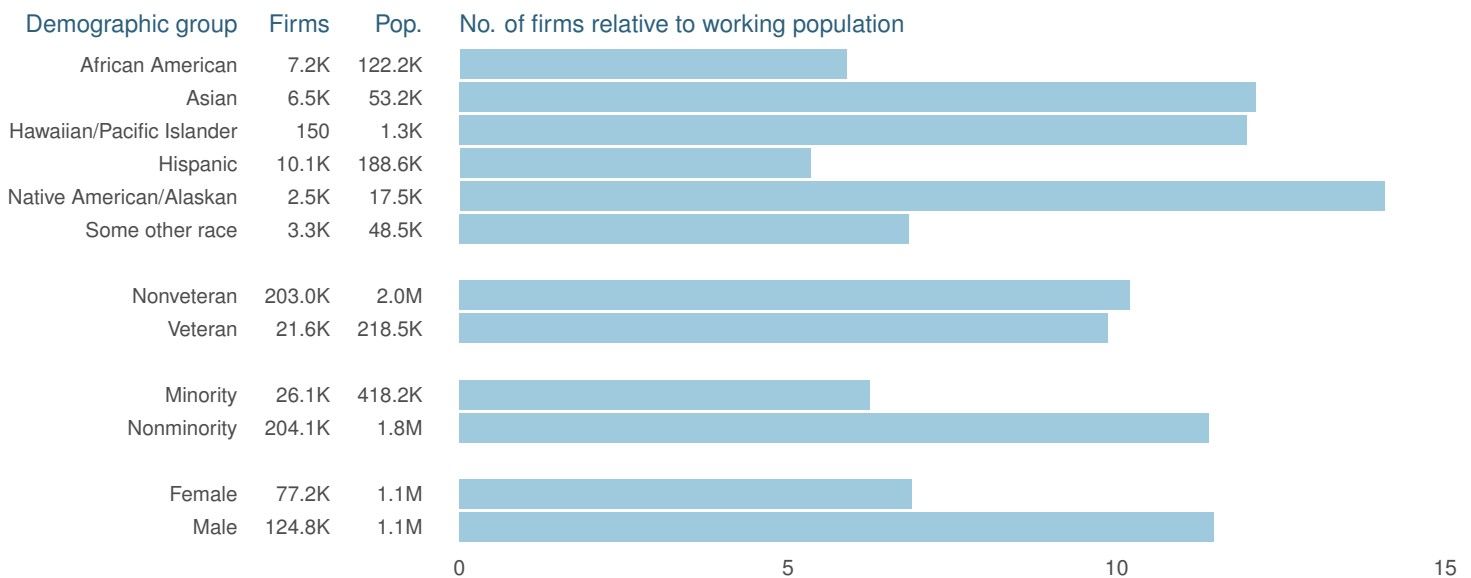
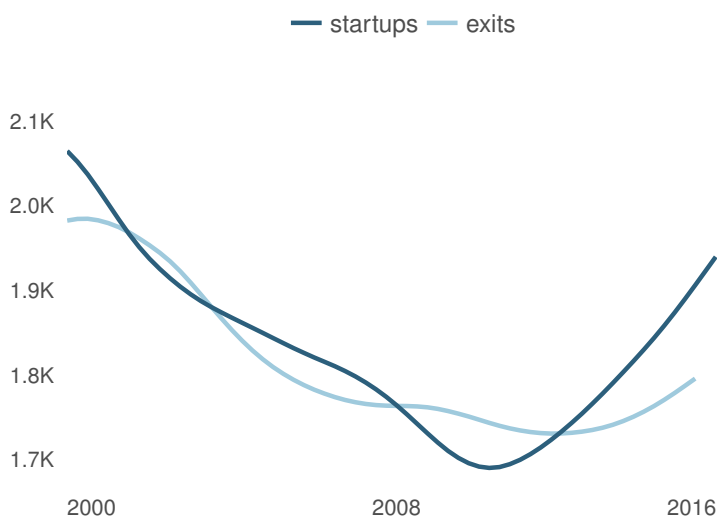


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BUSINESS TURNOVER

Figure 3: Kansas Quarterly Startups and Exits



- In the second quarter of 2015, **1,962** establishments started up, generating **7,204** new jobs in Kansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,952** establishments exited resulting in **7,527** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 3,366 companies exported goods from Kansas in 2014. Among these, 2,781, or 82.6%, were small firms; they generated 23.9% of Kansas's \$10.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Kansas Employment by Industry, 2014





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	104,270	195,155	53%
Accommodation and Food Services	66,837	110,809	60%
Manufacturing	59,801	164,749	36%
Retail Trade	58,032	150,237	39%
Construction	49,872	62,086	80%
Other Services (Except Public Administration)	47,181	51,378	92%
Professional, Scientific, and Technical Services	42,658	63,836	67%
Wholesale Trade	36,995	64,845	57%
Administrative, Support, and Waste Management	33,180	74,392	45%
Finance and Insurance	27,968	62,642	45%
Transportation and Warehousing	16,393	50,389	33%
Educational Services	13,439	21,388	63%
Arts, Entertainment, and Recreation	11,330	15,264	74%
Real Estate and Rental and Leasing	10,971	14,874	74%
Information	9,237	34,552	27%
Mining, Quarrying, and Oil and Gas Extraction	8,521	10,988	78%
Utilities	1,844	7,117	26%
Agriculture, Forestry, and Fishing and Hunting	923	954	97%
Total	604,206	1,178,062	51%

Figure 4: Kansas Small Business Percent of Employment by County

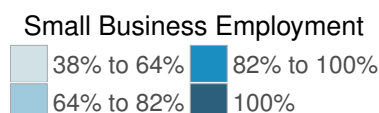
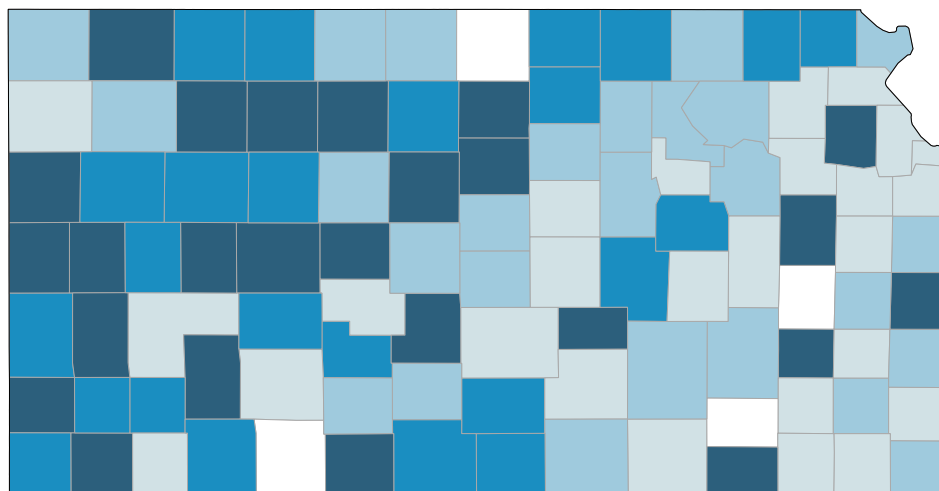
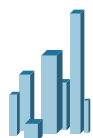


Table 2: Kansas Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	7,399	6,912	28,454	35,853
Professional, Scientific, and Technical Services	6,387	5,895	24,452	30,839
Construction	6,771	6,226	20,466	27,237
Retail Trade	6,621	5,898	20,080	26,701
Real Estate and Rental and Leasing	2,426	2,283	20,009	22,435
Health Care and Social Assistance	5,558	4,541	15,628	21,186
Administrative, Support, and Waste Management	3,012	2,632	15,158	18,170
Finance and Insurance	3,326	2,984	7,562	10,888
Arts, Entertainment, and Recreation	947	803	9,481	10,428
Transportation and Warehousing	1,916	1,679	7,298	9,214
Mining, Quarrying, and Oil and Gas Extraction	982	870	6,521	7,503
Accommodation and Food Services	4,126	3,072	2,401	6,527
Wholesale Trade	2,913	2,194	3,200	6,113
Educational Services	635	492	4,784	5,419
Manufacturing	2,332	1,649	2,900	5,232
Agriculture, Forestry, and Fishing and Hunting	193	182	3,201	3,394
Information	594	458	2,181	2,775
Utilities	48	23	143	191
Total	56,102	48,919	193,919	250,021

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BDS	Business Dynamics Statistics, U.S. Census Bureau
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CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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KENTUCKY



344,108
99.3%

Small Businesses
of Kentucky Businesses

687,294
44.8%

Small Business Employees
of Kentucky Employees



EMPLOYMENT

20
net jobs lost



DIVERSITY

27,227
minority-owned
businesses



TRADE

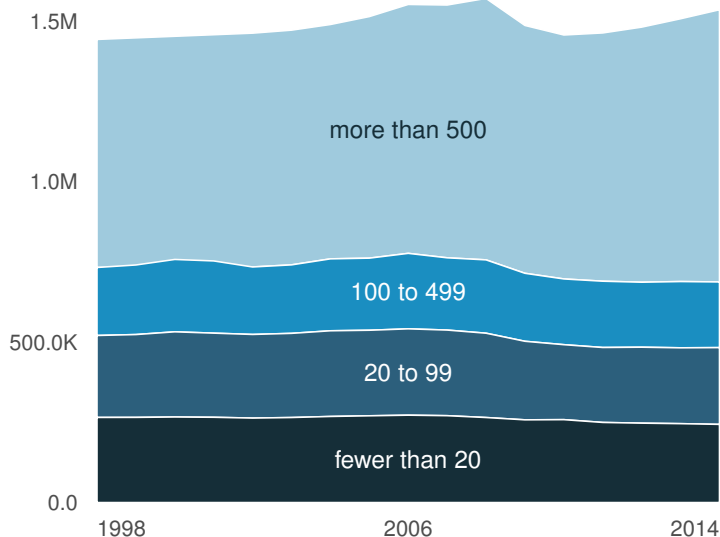
79.4%
of Kentucky exporters

OVERALL KENTUCKY ECONOMY

- In the second quarter of 2016, Kentucky grew at an annual rate of **0.7%**, which was slower than the overall US growth rate of **1.2%**. Kentucky's 2015 growth rate of **1.4%** was up from the 2014 rate of **0.6%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.8%**, down from **5.7%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Kentucky Employment by Business Size (Employees)



- Kentucky small businesses employed **687,294** people, or **44.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.7%**. This was above the previous year's decrease of **1.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **20** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **1,960** net jobs. The largest losses were in firms employing 5 to 9 employees, which lost **1,315** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **46,698** loans under \$100,000 (valued at **\$683.1 million**) were issued by Kentucky lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,605** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,396**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Kentucky Small Business Ownership, 2012

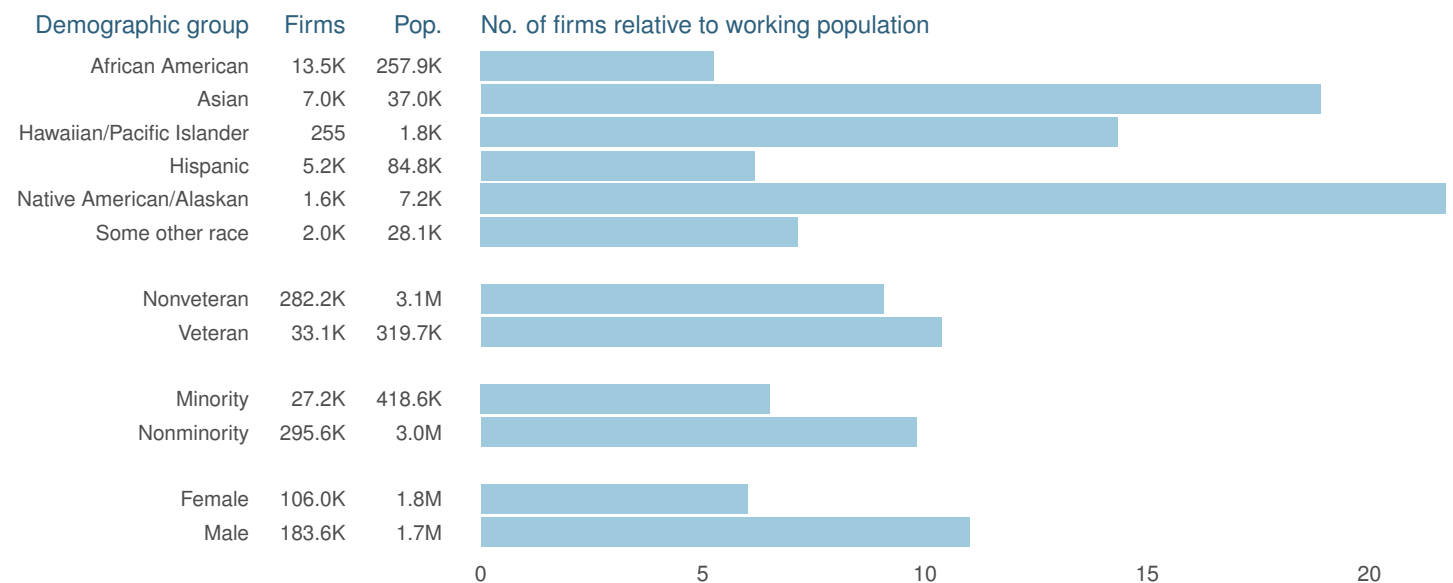
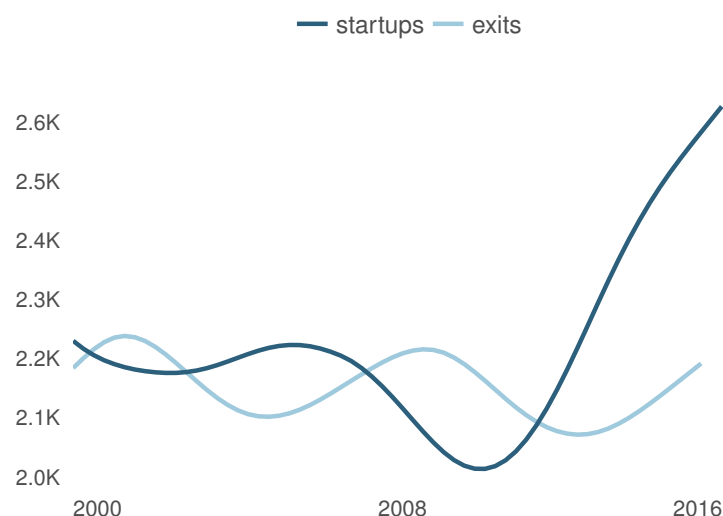


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $106.0K \div 1.8M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Kentucky Quarterly Startups and Exits



- In the second quarter of 2015, **2,401** establishments started up, generating **9,133** new jobs in Kentucky. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,196** establishments exited resulting in **7,302** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

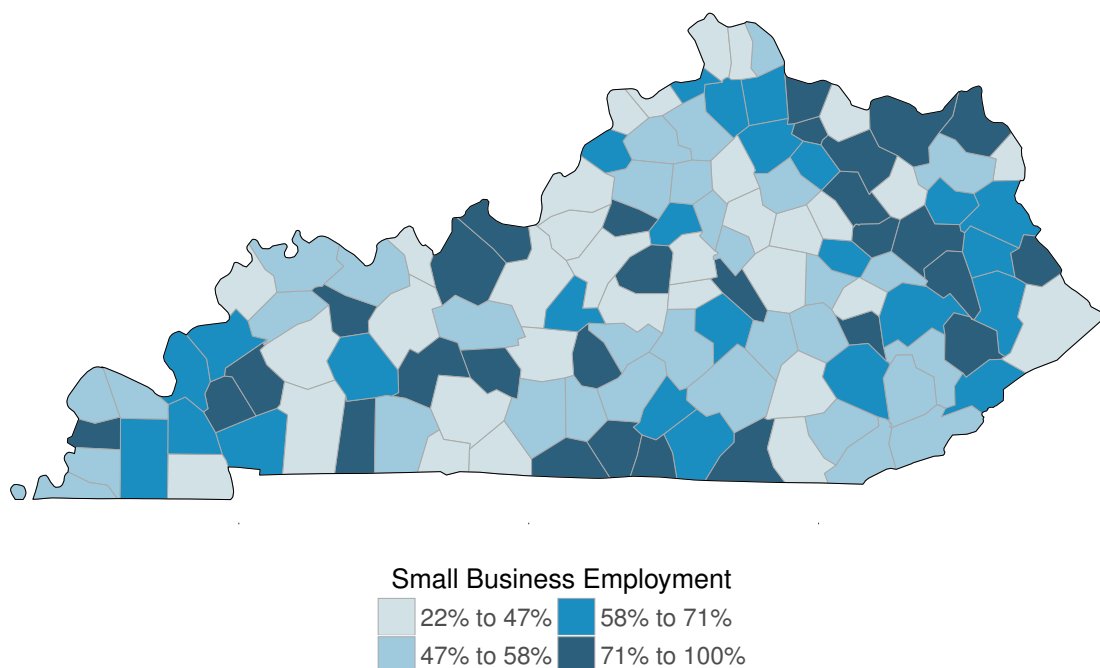
- A total of 4,606 companies exported goods from Kentucky in 2014. Among these, 3,655, or 79.4%, were small firms; they generated 30.2% of Kentucky's \$26.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Kentucky Employment by Industry, 2014






Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	102,347	247,078	41%
Accommodation and Food Services	98,699	165,482	60%
Retail Trade	75,227	203,584	37%
Manufacturing	70,804	226,808	31%
Construction	55,115	63,470	87%
Other Services (Except Public Administration)	52,894	65,840	80%
Professional, Scientific, and Technical Services	47,893	71,029	67%
Wholesale Trade	35,727	69,522	51%
Administrative, Support, and Waste Management	35,169	108,726	32%
Finance and Insurance	27,028	71,574	38%
Transportation and Warehousing	20,292	87,263	23%
Educational Services	14,690	29,317	50%
Arts, Entertainment, and Recreation	13,698	17,009	81%
Real Estate and Rental and Leasing	12,431	17,747	70%
Information	8,092	36,085	22%
Mining, Quarrying, and Oil and Gas Extraction	7,782	15,950	49%
Utilities	2,563	8,301	31%
Agriculture, Forestry, and Fishing and Hunting	1,305	1,362	96%
Total	687,294	1,535,417	45%

Figure 4: Kentucky Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Kentucky Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	8,497	7,942	49,372	57,869
Construction	6,976	6,334	38,450	45,426
Retail Trade	8,876	7,943	27,384	36,260
Professional, Scientific, and Technical Services	7,387	6,817	28,846	36,233
Administrative, Support, and Waste Management	3,127	2,695	27,803	30,930
Real Estate and Rental and Leasing	2,722	2,534	27,562	30,284
Health Care and Social Assistance	9,096	8,064	18,097	27,193
Transportation and Warehousing	2,074	1,772	13,765	15,839
Arts, Entertainment, and Recreation	1,189	1,010	12,366	13,555
Finance and Insurance	2,839	2,528	7,304	10,143
Accommodation and Food Services	5,353	3,883	3,134	8,487
Wholesale Trade	2,956	2,272	4,392	7,348
Educational Services	736	584	6,201	6,937
Manufacturing	2,910	2,012	3,792	6,702
Agriculture, Forestry, and Fishing and Hunting	221	204	4,638	4,859
Information	670	537	2,673	3,343
Mining, Quarrying, and Oil and Gas Extraction	386	279	1,779	2,165
Utilities	75	46	173	248
Total	66,377	57,980	277,731	344,108

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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LOUISIANA



436,867
99.5%

Small Businesses
of Louisiana Businesses

910,366
53.0%

Small Business Employees
of Louisiana Employees



EMPLOYMENT

17,018
net new jobs



DIVERSITY

126,076
minority-owned
businesses



TRADE

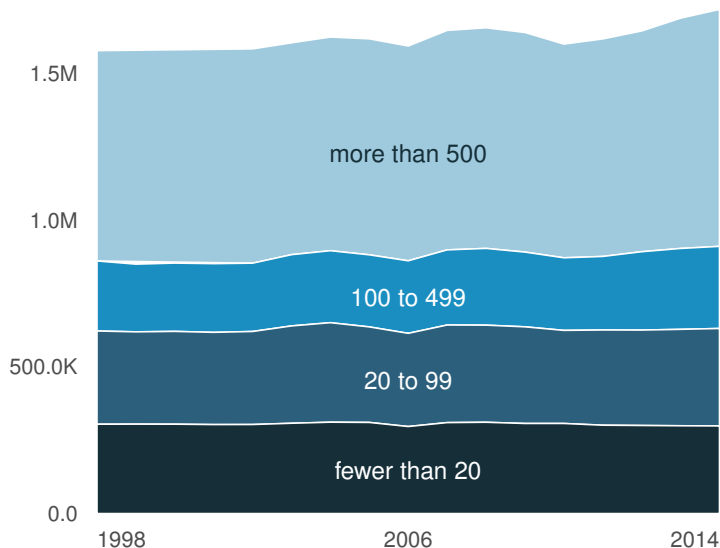
85.2%
of Louisiana exporters

OVERALL LOUISIANA ECONOMY

- In the second quarter of 2016, Louisiana grew at an annual rate of **0.4%**, which was slower than the overall US growth rate of **1.2%**. Louisiana's 2015 growth rate of **1.0%** was down from the 2014 rate of **1.4%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **6.2%**, up from **5.8%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Louisiana Employment by Business Size (Employees)



- Louisiana small businesses employed **910,366** people, or **53.0%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.1%**. This was above the previous year's decrease of **1.5%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **17,018** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **6,915** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **1,390** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **67,648** loans under \$100,000 (valued at **\$944.7 million**) were issued by Louisiana lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$50,095** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,106**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Louisiana Small Business Ownership, 2012

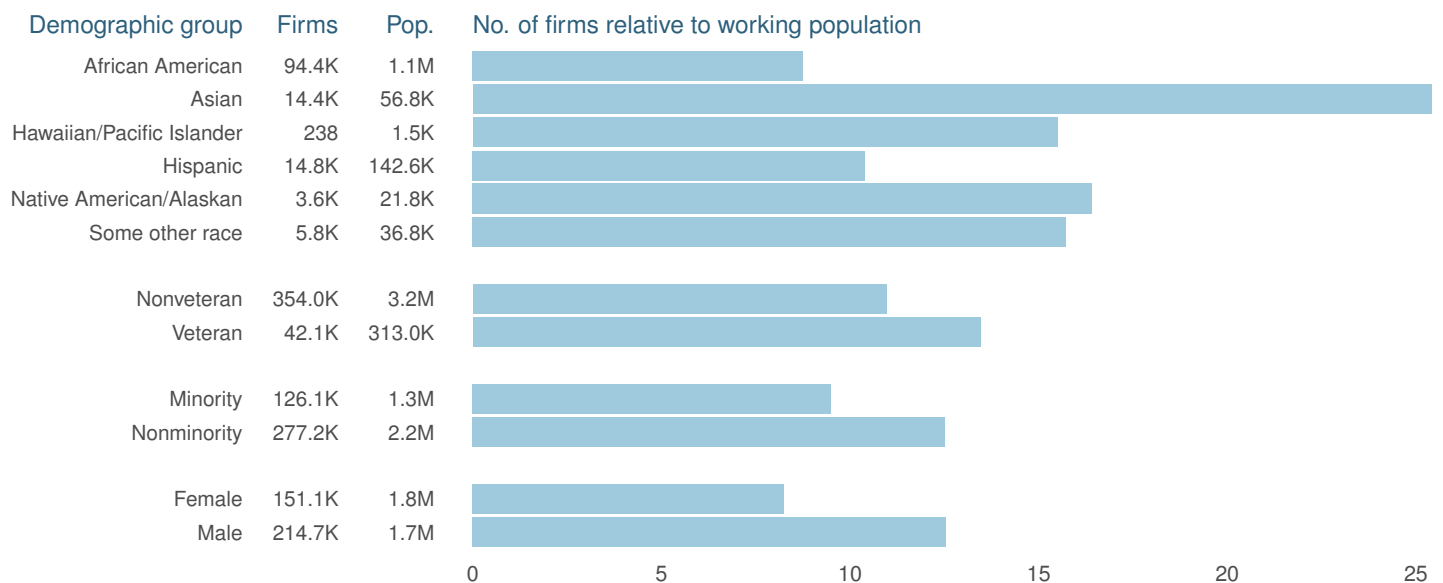
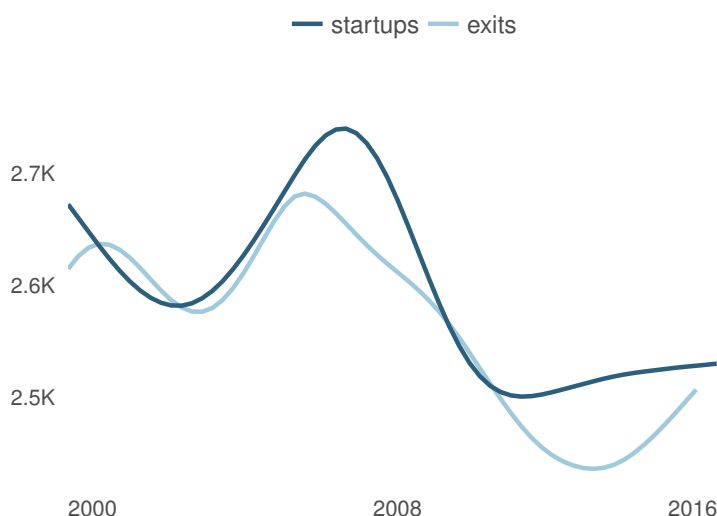


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $151.1K \div 1.8M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Louisiana Quarterly Startups and Exits



- In the second quarter of 2015, **2,452** establishments started up, generating **12,242** new jobs in Louisiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,500** establishments exited resulting in **9,692** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

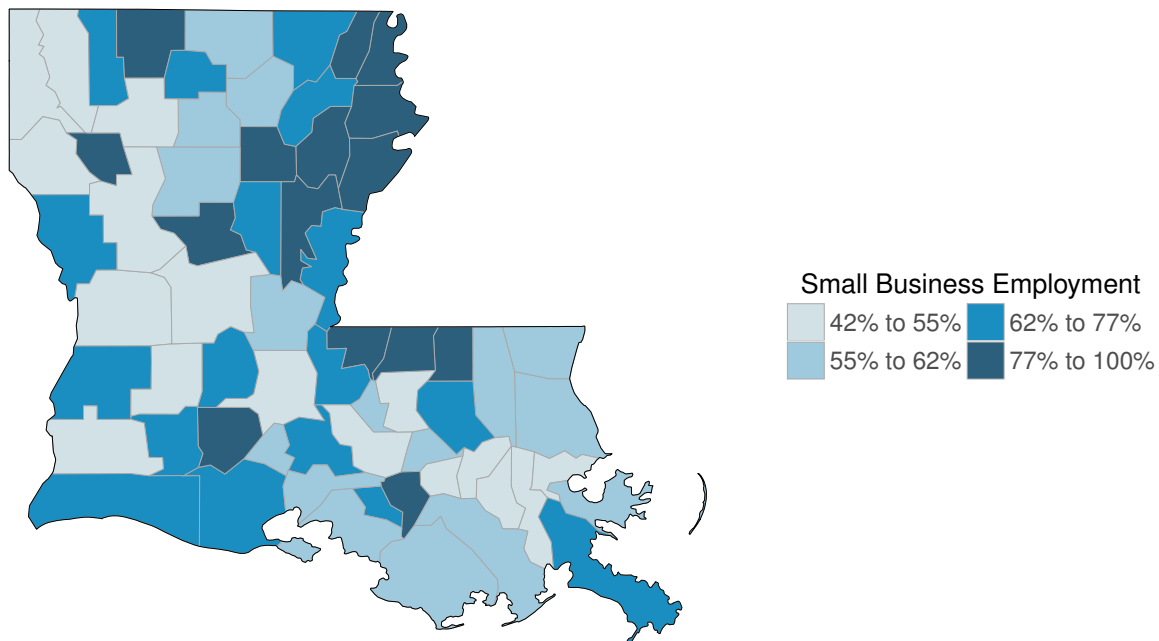
- A total of 3,883 companies exported goods from Louisiana in 2014. Among these, 3,310, or 85.2%, were small firms; they generated 34.7% of Louisiana's \$63.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Louisiana Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	157,176	287,898	55%
Accommodation and Food Services	119,090	205,689	58%
Retail Trade	92,884	229,419	40%
Construction	78,268	144,186	54%
Professional, Scientific, and Technical Services	69,586	100,652	69%
Other Services (Except Public Administration)	65,782	77,852	84%
Manufacturing	53,901	129,832	42%
Administrative, Support, and Waste Management	50,675	105,423	48%
Wholesale Trade	47,682	76,689	62%
Finance and Insurance	32,743	64,362	51%
Transportation and Warehousing	32,182	72,693	44%
Educational Services	27,878	42,532	66%
Real Estate and Rental and Leasing	23,458	33,920	69%
Mining, Quarrying, and Oil and Gas Extraction	22,148	57,820	38%
Arts, Entertainment, and Recreation	15,700	24,342	64%
Information	7,420	25,896	29%
Agriculture, Forestry, and Fishing and Hunting	3,637	3,917	93%
Utilities	2,400	s	-
Total	910,366	1,717,797	53%

Figure 4: Louisiana Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Louisiana Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	8,798	8,074	66,823	75,621
Professional, Scientific, and Technical Services	11,105	10,310	39,702	50,807
Construction	7,644	6,751	37,739	45,383
Administrative, Support, and Waste Management	3,887	3,271	37,522	41,409
Health Care and Social Assistance	9,475	7,869	31,724	41,199
Real Estate and Rental and Leasing	3,541	3,251	33,614	37,155
Retail Trade	10,067	8,938	26,089	36,156
Transportation and Warehousing	2,774	2,305	16,311	19,085
Arts, Entertainment, and Recreation	1,293	1,082	15,248	16,541
Accommodation and Food Services	6,730	5,004	7,627	14,357
Finance and Insurance	3,693	3,349	9,748	13,441
Agriculture, Forestry, and Fishing and Hunting	587	541	9,424	10,011
Wholesale Trade	3,808	2,936	4,692	8,500
Educational Services	1,049	705	7,290	8,339
Mining, Quarrying, and Oil and Gas Extraction	1,275	982	6,249	7,524
Manufacturing	2,701	1,993	4,471	7,172
Information	581	457	3,299	3,880
Utilities	200	180	243	443
Total	79,052	68,128	357,815	436,867

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SMALL BUSINESS PROFILE

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MAINE



144,002
99.3%

Small Businesses
of Maine Businesses

283,505
57.5%

Small Business Employees
of Maine Employees



EMPLOYMENT

5,764
net new jobs



DIVERSITY

4,330
minority-owned
businesses



TRADE

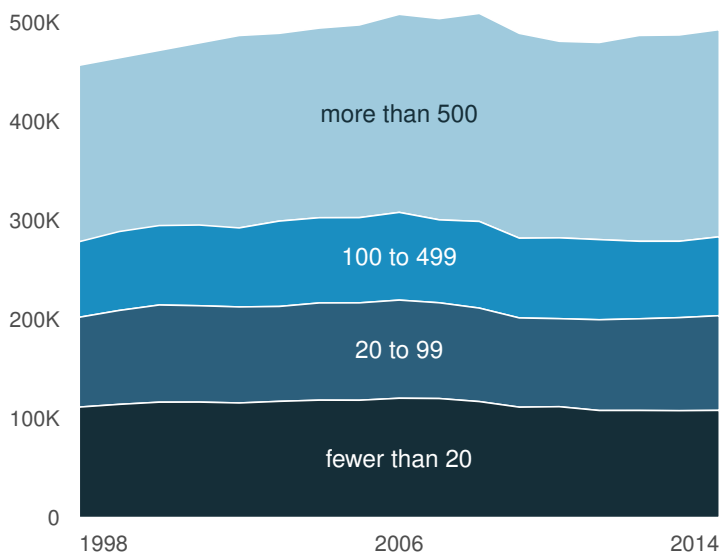
83.4%
of Maine exporters

OVERALL MAINE ECONOMY

- In the second quarter of 2016, Maine grew at an annual rate of **0.6%**, which was slower than the overall US growth rate of **1.2%**. Maine's 2015 growth rate of **1.1%** was down from the 2014 rate of **1.7%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.0%**, unchanged from **4.0%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Maine Employment by Business Size (Employees)



- Maine small businesses employed **283,505** people, or **57.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.9%**. This was above the previous year's decrease of **1.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,764** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **1,539** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **211** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **22,722** loans under \$100,000 (valued at **\$372.6 million**) were issued by Maine lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$42,098** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,132**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Maine Small Business Ownership, 2012

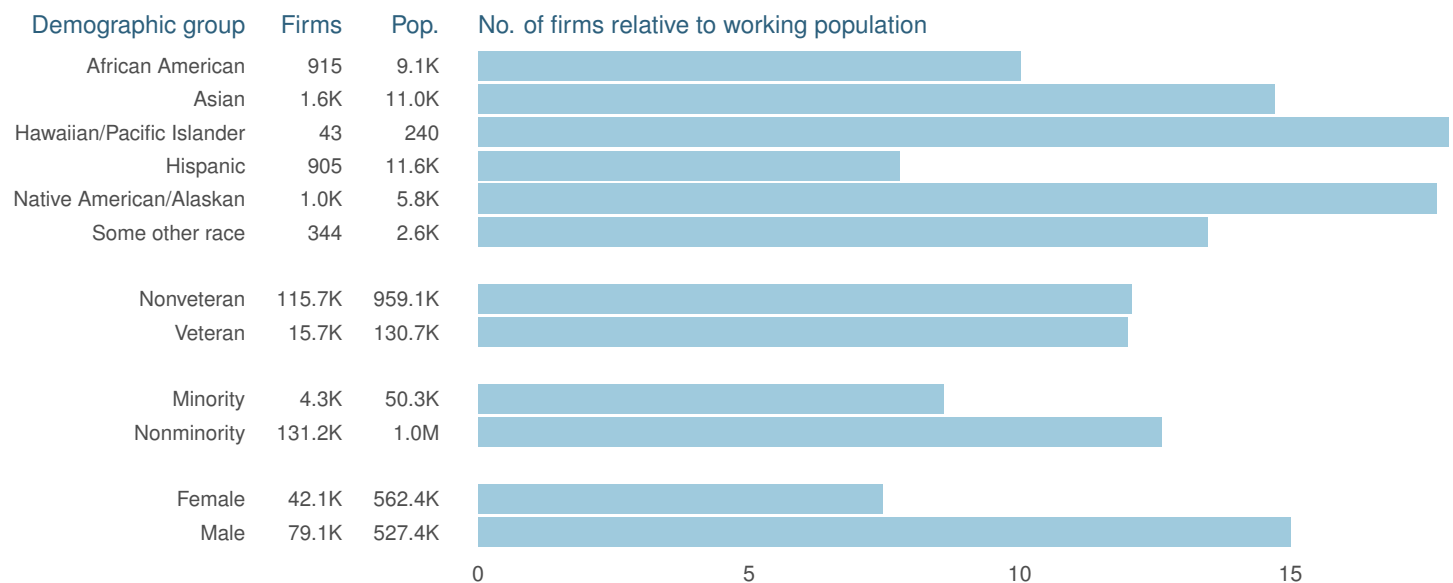
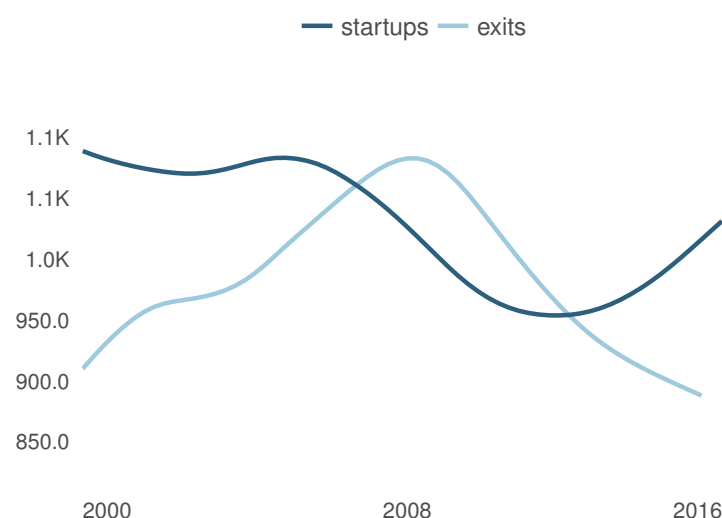


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $42.1K \div 562.4K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Maine Quarterly Startups and Exits



- In the second quarter of 2015, **1,079** establishments started up, generating **3,205** new jobs in Maine. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **886** establishments exited resulting in **2,616** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 2,262 companies exported goods from Maine in 2014. Among these, 1,886, or 83.4%, were small firms; they generated 57.7% of Maine's \$2.3 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Maine Employment by Industry, 2014





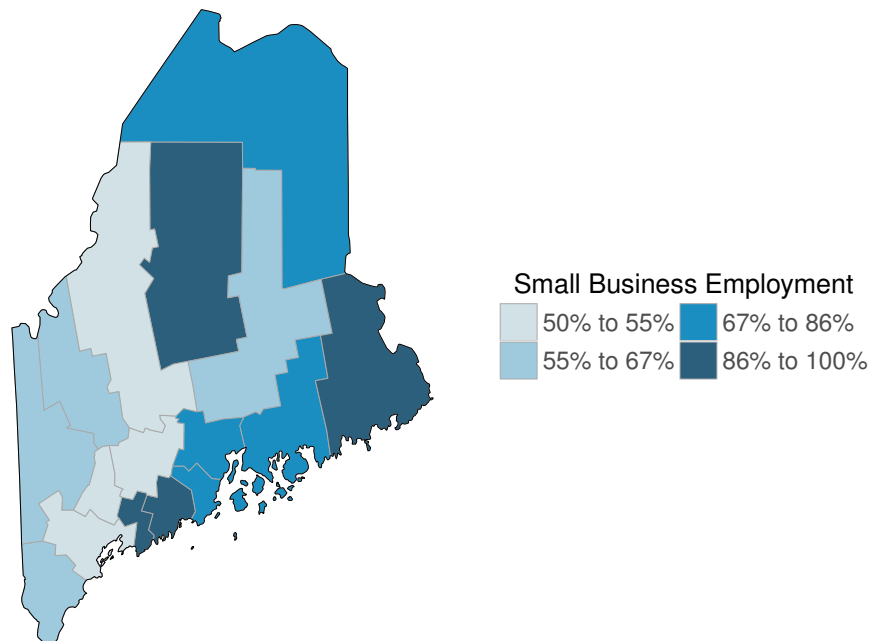
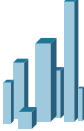




 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	51,096	107,476	48%
Accommodation and Food Services	39,287	50,032	79%
Retail Trade	37,086	81,554	45%
Manufacturing	24,937	48,760	51%
Construction	21,129	22,816	93%
Professional, Scientific, and Technical Services	17,878	23,627	76%
Other Services (Except Public Administration)	16,934	18,287	93%
Administrative, Support, and Waste Management	13,876	22,711	61%
Wholesale Trade	11,164	17,863	62%
Finance and Insurance	10,951	26,294	42%
Transportation and Warehousing	8,008	15,383	52%
Educational Services	7,419	18,171	41%
Arts, Entertainment, and Recreation	6,784	8,026	85%
Information	5,702	11,440	50%
Real Estate and Rental and Leasing	5,081	6,210	82%
Agriculture, Forestry, and Fishing and Hunting	3,255	3,308	98%
Utilities	902	2,121	43%
Mining, Quarrying, and Oil and Gas Extraction	s	s	-
Total	283,505	492,690	58%

Figure 4: Maine Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Maine Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Construction	4,693	4,485	17,248	21,941
Other Services (Except Public Administration)	3,401	3,240	14,279	17,680
Professional, Scientific, and Technical Services	3,180	2,966	13,505	16,685
Retail Trade	4,169	3,727	9,131	13,300
Real Estate and Rental and Leasing	1,390	1,334	11,123	12,513
Health Care and Social Assistance	2,983	2,516	7,721	10,704
Agriculture, Forestry, and Fishing and Hunting	826	787	9,109	9,935
Administrative, Support, and Waste Management	1,837	1,667	7,853	9,690
Arts, Entertainment, and Recreation	838	753	6,830	7,668
Accommodation and Food Services	3,532	2,972	1,667	5,199
Manufacturing	1,484	1,167	2,554	4,038
Transportation and Warehousing	1,038	932	2,951	3,989
Educational Services	444	361	2,870	3,314
Wholesale Trade	1,178	962	1,589	2,767
Finance and Insurance	789	660	1,858	2,647
Information	466	384	1,325	1,791
Utilities	37	28	76	113
Mining, Quarrying, and Oil and Gas Extraction	18	15	88	106
Total	32,225	29,018	111,777	144,002

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

MARYLAND



579,173
99.5%

Small Businesses
of Maryland Businesses

1.1 million
50.3%

Small Business Employees
of Maryland Employees



EMPLOYMENT

13,975
net new jobs



DIVERSITY

203,326
minority-owned
businesses



TRADE

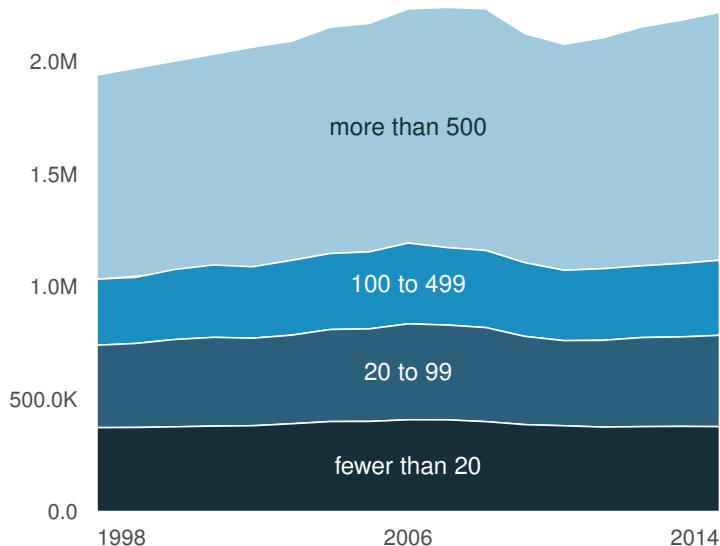
88.0%
of Maryland exporters

OVERALL MARYLAND ECONOMY

- In the second quarter of 2016, Maryland grew at an annual rate of **1.0%**, which was slower than the overall US growth rate of **1.2%**. Maryland's 2015 growth rate of **2.0%** was up from the 2014 rate of **1.0%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.2%**, down from **5.0%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Maryland Employment by Business Size (Employees)



- Maryland small businesses employed **1.1 million** people, or **50.3%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.8%**. This was above the previous year's increase of **1.4%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **13,975** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **3,811** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **454** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **91,462** loans under \$100,000 (valued at **\$1.3 billion**) were issued by Maryland lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,926** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$26,177**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Maryland Small Business Ownership, 2012

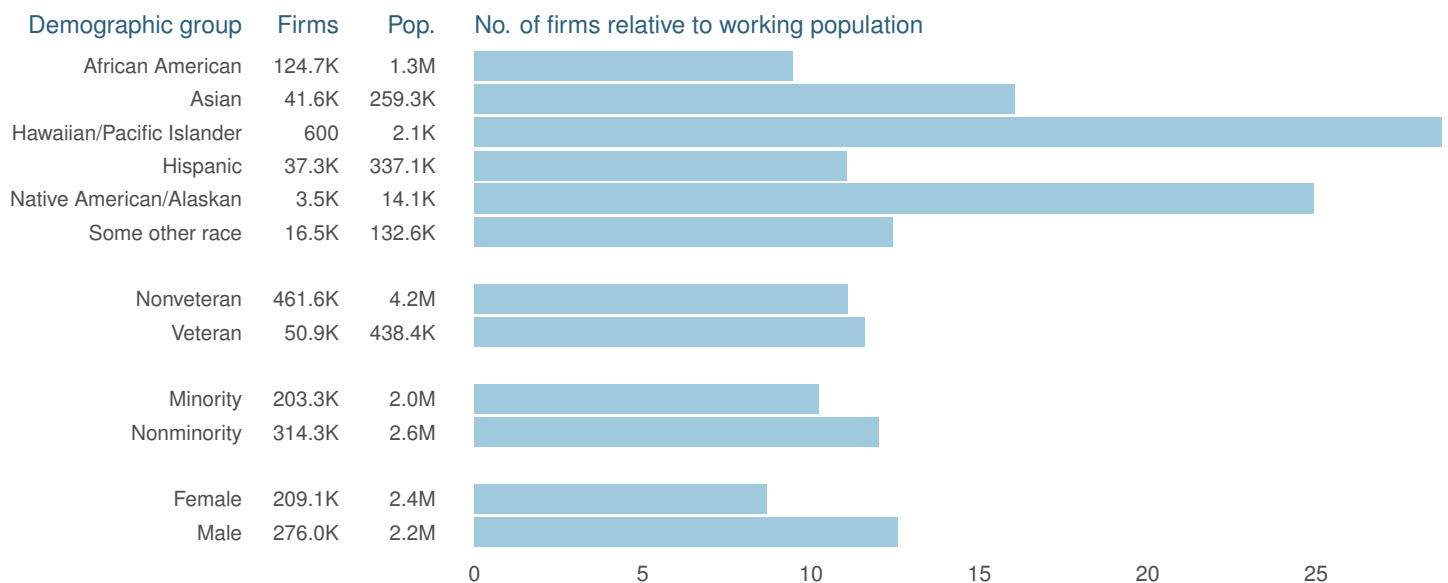
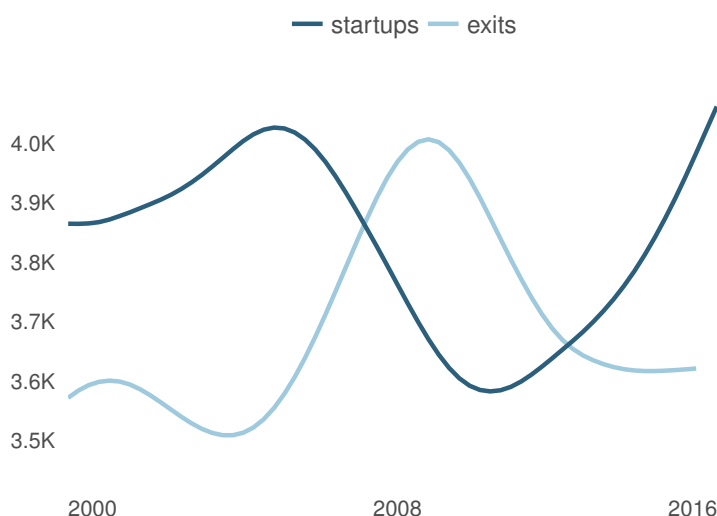


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $209.1K \div 2.4M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Maryland Quarterly Startups and Exits



- In the second quarter of 2015, **4,313** establishments started up, generating **18,194** new jobs in Maryland. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,779** establishments exited resulting in **13,523** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 6,832 companies exported goods from Maryland in 2014. Among these, 6,015, or 88.0%, were small firms; they generated 25.7% of Maryland's \$11.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Maryland Employment by Industry, 2014





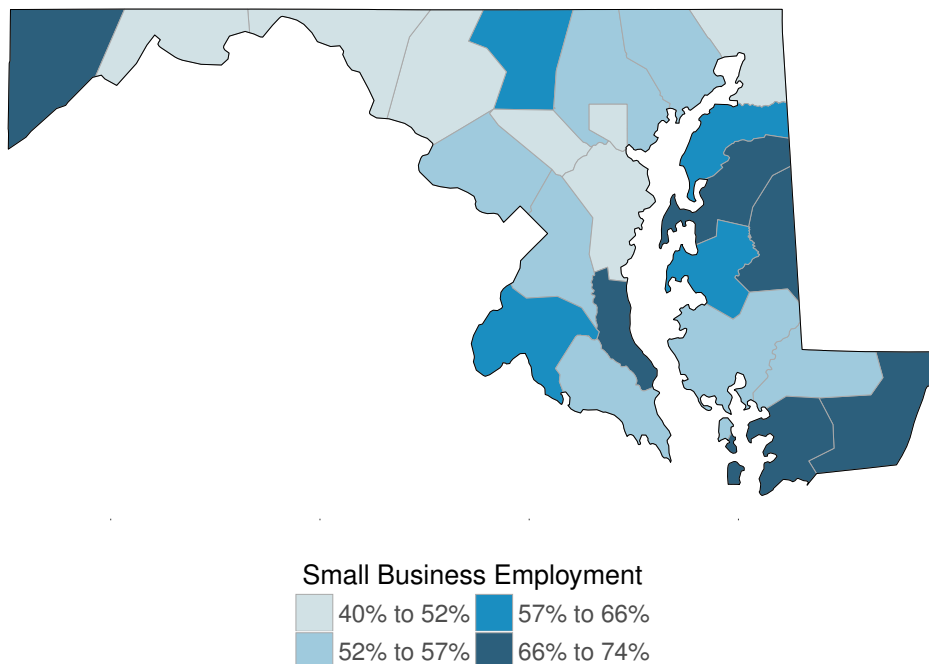
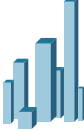




 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	165,919	360,751	46%
Professional, Scientific, and Technical Services	144,288	280,028	52%
Accommodation and Food Services	132,270	212,153	62%
Construction	123,164	144,248	85%
Other Services (Except Public Administration)	97,951	113,241	86%
Retail Trade	95,775	291,866	33%
Administrative, Support, and Waste Management	85,365	180,658	47%
Wholesale Trade	51,477	87,035	59%
Manufacturing	45,673	96,939	47%
Educational Services	35,517	81,421	44%
Finance and Insurance	34,812	99,391	35%
Real Estate and Rental and Leasing	27,929	43,658	64%
Arts, Entertainment, and Recreation	24,739	40,796	61%
Transportation and Warehousing	24,635	66,051	37%
Information	16,340	54,379	30%
Agriculture, Forestry, and Fishing and Hunting	791	1,267	62%
Utilities	652	9,687	7%
Mining, Quarrying, and Oil and Gas Extraction	625	1,098	57%
Total	1,116,000	2,216,867	50%

Figure 4: Maryland Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Maryland Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	17,637	15,817	75,836	93,473
Other Services (Except Public Administration)	12,601	11,496	65,654	78,255
Health Care and Social Assistance	12,074	10,414	53,286	65,360
Construction	13,659	12,195	47,302	60,961
Real Estate and Rental and Leasing	4,280	3,884	47,783	52,063
Administrative, Support, and Waste Management	6,879	5,821	41,115	47,994
Retail Trade	10,893	9,822	32,998	43,891
Arts, Entertainment, and Recreation	1,841	1,512	27,281	29,122
Transportation and Warehousing	2,796	2,395	24,758	27,554
Educational Services	1,864	1,442	17,005	18,869
Accommodation and Food Services	8,847	6,789	7,741	16,588
Finance and Insurance	3,835	3,422	11,694	15,529
Wholesale Trade	4,351	3,466	5,896	10,247
Information	1,215	977	6,790	8,005
Manufacturing	2,656	2,016	4,493	7,149
Agriculture, Forestry, and Fishing and Hunting	187	178	3,228	3,415
Utilities	32	24	576	608
Mining, Quarrying, and Oil and Gas Extraction	49	34	80	129
Total	105,657	91,989	473,516	579,173

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
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SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

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MASSACHUSETTS

639,334
99.5%

Small Businesses
of Massachusetts Businesses

1.4 million
46.8%

Small Business Employees
of Massachusetts Employees



EMPLOYMENT

34,568
net new jobs



DIVERSITY

89,930
minority-owned
businesses



TRADE

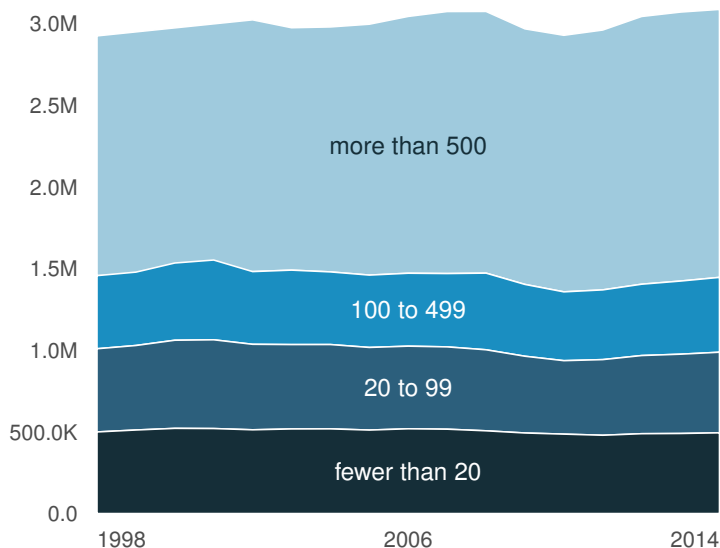
89.4%
of Massachusetts
exporters

OVERALL MASSACHUSETTS ECONOMY

- In the second quarter of 2016, Massachusetts grew at an annual rate of **1.7%**, which was faster than the overall US growth rate of **1.2%**. Massachusetts's 2015 growth rate of **3.8%** was up from the 2014 rate of **1.2%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **2.9%**, down from **4.9%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Massachusetts Employment by Business Size (Employees)



- Massachusetts small businesses employed **1.4 million** people, or **46.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.2%**. This was above the previous year's decrease of **0.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,568** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **7,717** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **2,517** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **113,353** loans under \$100,000 (valued at **\$1.5 billion**) were issued by Massachusetts lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$60,198** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$30,121**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Massachusetts Small Business Ownership, 2012

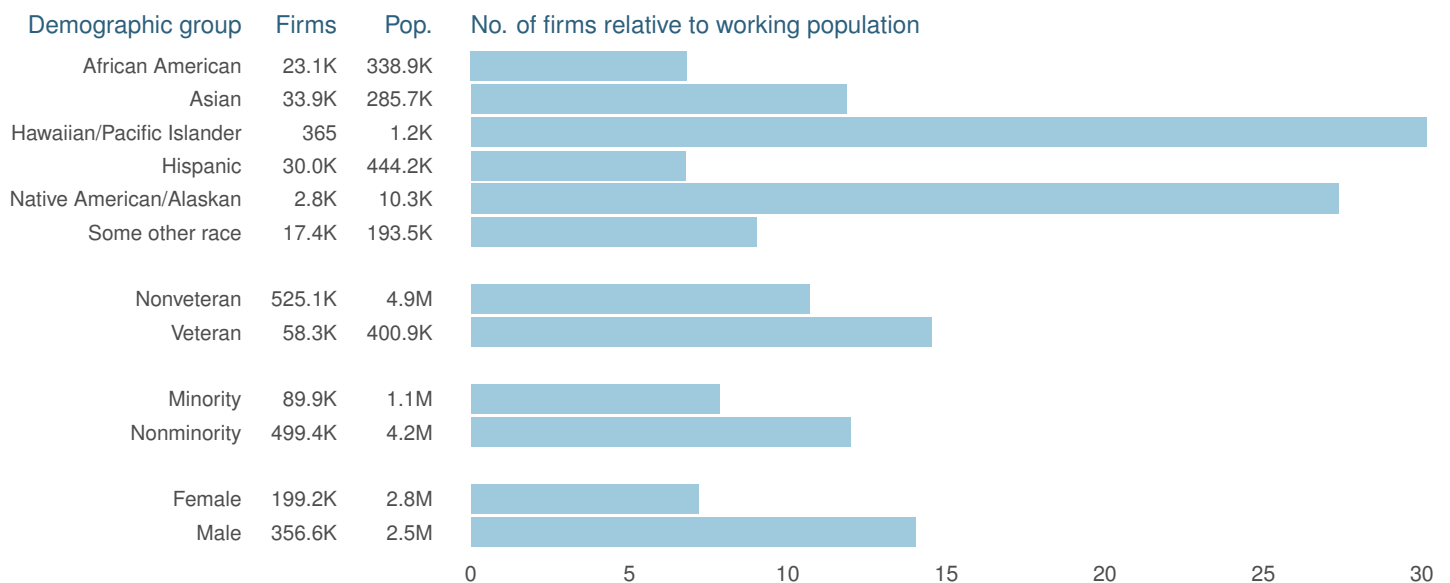
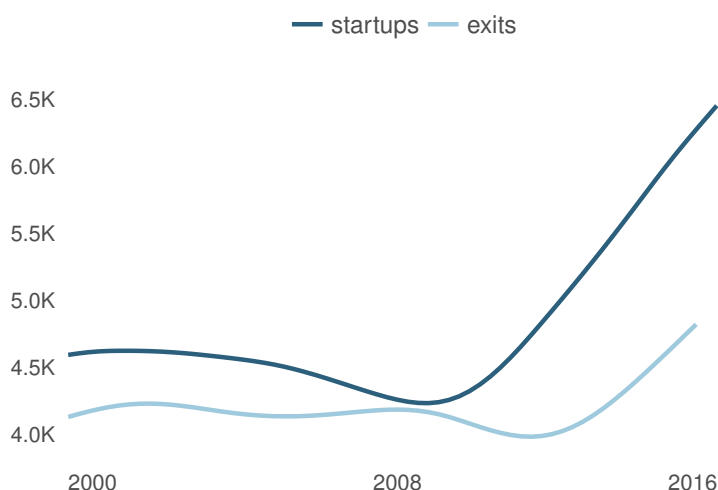


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $199.2K \div 2.8M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Massachusetts Quarterly Startups and Exits



- In the second quarter of 2015, **6,330** establishments started up, generating **17,965** new jobs in Massachusetts. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **5,017** establishments exited resulting in **14,224** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 10,867 companies exported goods from Massachusetts in 2014. Among these, 9,711, or 89.4%, were small firms; they generated 37.7% of Massachusetts's \$25.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Massachusetts Employment by Industry, 2014





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	221,083	607,944	36%
Accommodation and Food Services	188,450	282,955	67%
Professional, Scientific, and Technical Services	150,565	261,703	58%
Retail Trade	122,488	359,700	34%
Manufacturing	120,647	221,793	54%
Other Services (Except Public Administration)	107,303	123,108	87%
Construction	104,186	115,726	90%
Administrative, Support, and Waste Management	89,391	189,571	47%
Wholesale Trade	77,576	136,774	57%
Educational Services	58,599	214,445	27%
Finance and Insurance	57,168	178,707	32%
Arts, Entertainment, and Recreation	38,290	54,980	70%
Transportation and Warehousing	33,843	79,649	42%
Information	33,413	112,591	30%
Real Estate and Rental and Leasing	30,042	44,909	67%
Utilities	1,515	12,366	12%
Agriculture, Forestry, and Fishing and Hunting	1,062	1,071	99%
Mining, Quarrying, and Oil and Gas Extraction	629	848	74%
Total	1,446,082	3,087,030	47%

Figure 4: Massachusetts Small Business Percent of Employment by County

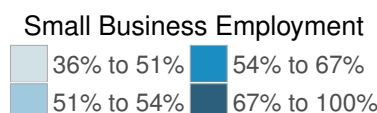
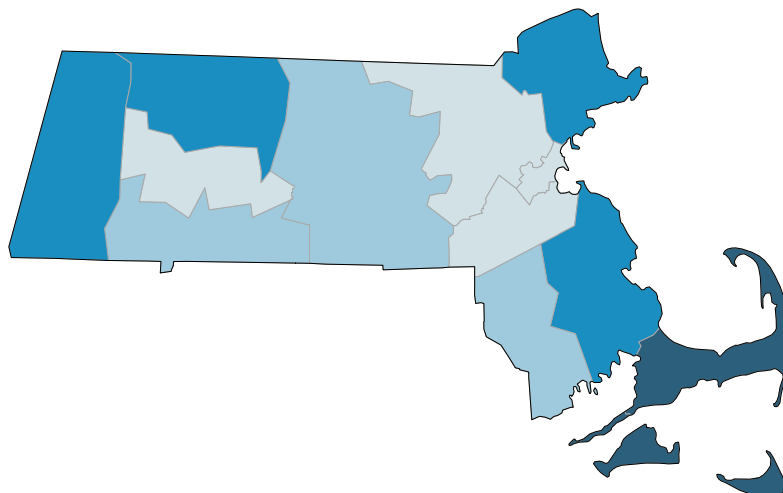
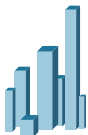






Table 2: Massachusetts Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	19,664	17,832	98,138	117,802
Construction	17,175	16,168	57,484	74,659
Other Services (Except Public Administration)	16,174	15,182	57,439	73,613
Real Estate and Rental and Leasing	5,025	4,679	55,070	60,095
Health Care and Social Assistance	12,599	10,500	40,788	53,387
Retail Trade	15,569	14,199	29,972	45,541
Administrative, Support, and Waste Management	8,835	7,865	35,471	44,306
Arts, Entertainment, and Recreation	2,945	2,447	34,865	37,810
Transportation and Warehousing	2,990	2,510	24,418	27,408
Educational Services	2,707	2,099	22,178	24,885
Accommodation and Food Services	13,579	10,748	5,719	19,298
Finance and Insurance	4,901	4,183	14,046	18,947
Wholesale Trade	6,287	5,037	7,168	13,455
Manufacturing	6,021	4,414	6,076	12,097
Information	1,978	1,536	8,003	9,981
Agriculture, Forestry, and Fishing and Hunting	335	329	4,807	5,142
Utilities	72	48	546	618
Mining, Quarrying, and Oil and Gas Extraction	61	49	86	147
Total	137,060	120,335	502,274	639,334

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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REGULATION • RESEARCH • OUTREACH

MICHIGAN



866,196
99.6%

Small Businesses
of Michigan Businesses

1.8 million
49.8%

Small Business Employees
of Michigan Employees



EMPLOYMENT
34,682
net new jobs



DIVERSITY
158,892
minority-owned
businesses



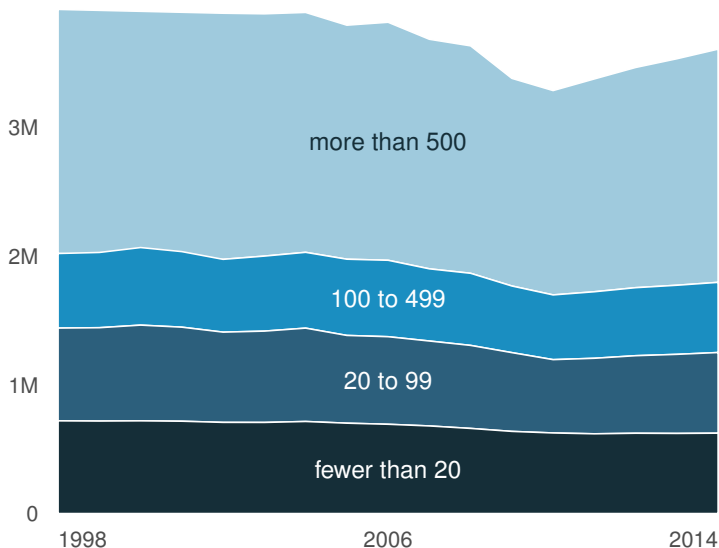
TRADE
89.3%
of Michigan exporters

OVERALL MICHIGAN ECONOMY

- In the second quarter of 2016, Michigan grew at an annual rate of **2.3%**, which was faster than the overall US growth rate of **1.2%**. Michigan's 2015 growth rate of **1.6%** was down from the 2014 rate of **1.9%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.9%**, down from **5.1%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Michigan Employment by Business Size (Employees)



- Michigan small businesses employed **1.8 million** people, or **49.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.5%**. This was above the previous year's increase of **1.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,682** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **8,442** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **10** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **130,801** loans under \$100,000 (valued at **\$1.9 billion**) were issued by Michigan lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,721** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$19,911**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Michigan Small Business Ownership, 2012

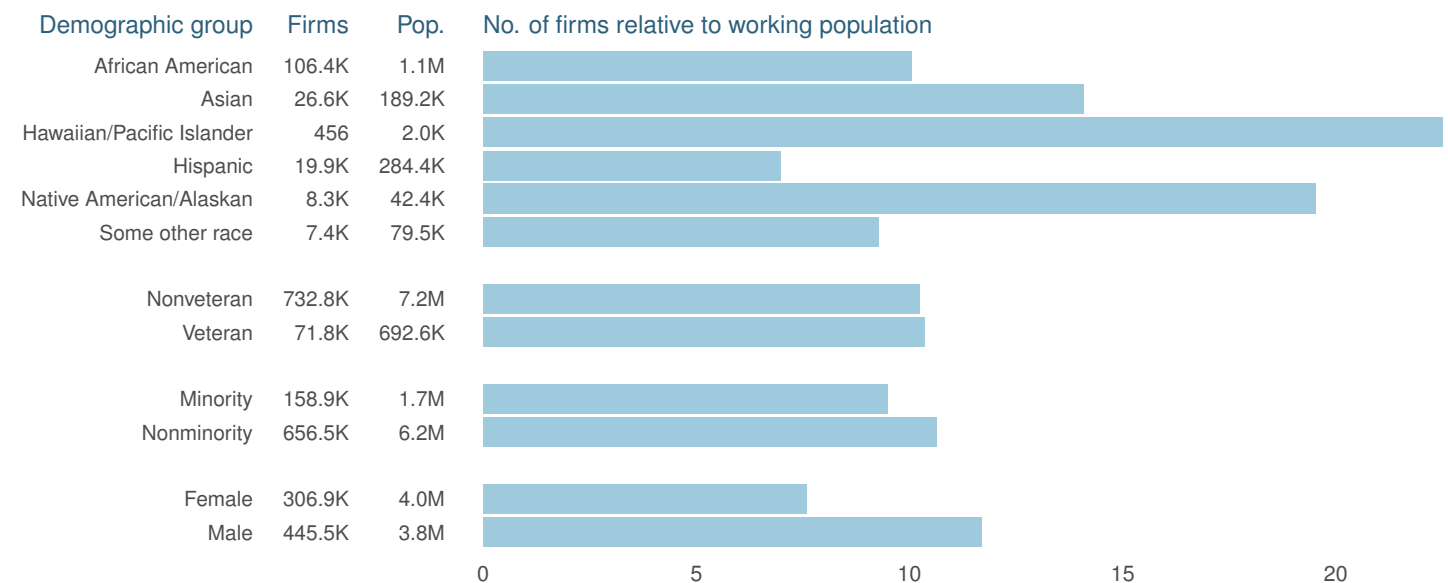
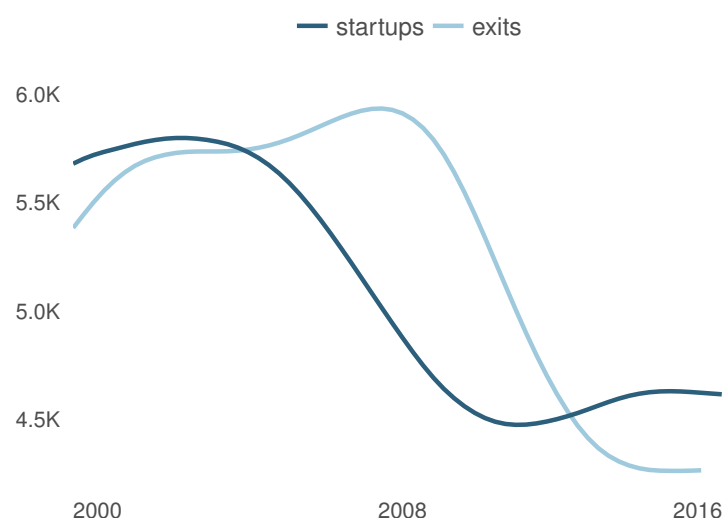


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $306.9K \div 4.0M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Michigan Quarterly Startups and Exits



- In the second quarter of 2015, **4,276** establishments started up, generating **17,849** new jobs in Michigan. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **4,674** establishments exited resulting in **17,211** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 14,997 companies exported goods from Michigan in 2014. Among these, 13,387, or 89.3%, were small firms; they generated 23.1% of Michigan's \$51.1 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Michigan Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	270,453	593,335	46%
Manufacturing	257,082	538,840	48%
Accommodation and Food Services	225,420	362,597	62%
Retail Trade	186,318	457,164	41%
Other Services (Except Public Administration)	140,523	154,478	91%
Professional, Scientific, and Technical Services	139,341	249,224	56%
Administrative, Support, and Waste Management	122,447	320,662	38%
Construction	106,338	121,143	88%
Wholesale Trade	102,065	171,645	59%
Finance and Insurance	57,842	152,273	38%
Transportation and Warehousing	44,883	105,265	43%
Educational Services	35,361	73,766	48%
Arts, Entertainment, and Recreation	33,644	45,038	75%
Real Estate and Rental and Leasing	33,385	50,996	65%
Information	21,654	69,994	31%
Agriculture, Forestry, and Fishing and Hunting	3,372	3,559	95%
Mining, Quarrying, and Oil and Gas Extraction	2,786	5,877	47%
Utilities	1,926	21,823	9%
Total	1,797,495	3,610,530	50%

Figure 4: Michigan Small Business Percent of Employment by County

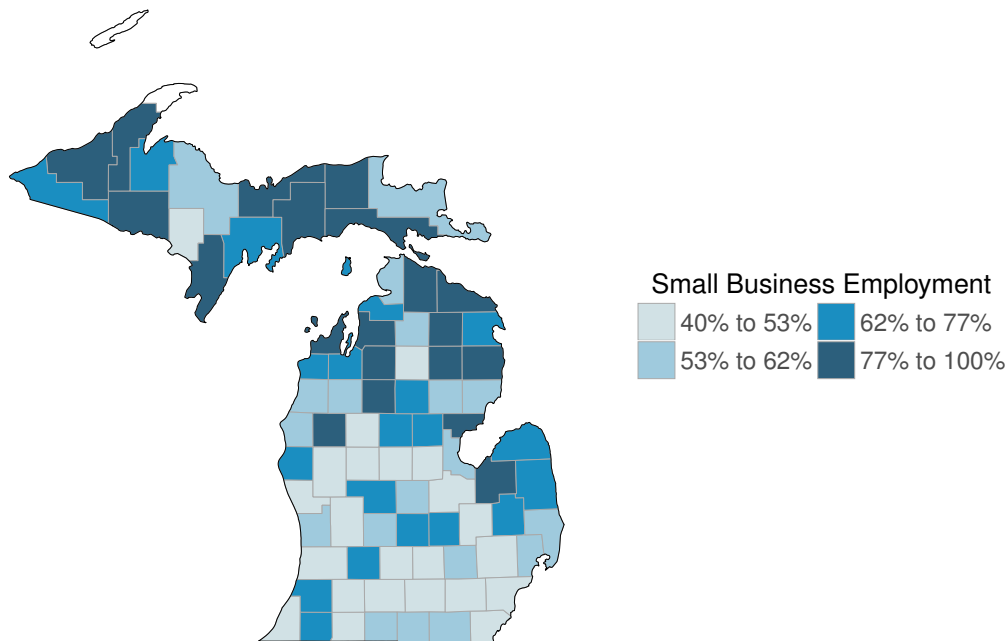
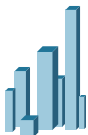






Table 2: Michigan Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	21,129	19,738	125,319	146,448
Professional, Scientific, and Technical Services	19,420	17,834	85,415	104,835
Construction	18,118	17,030	76,762	94,880
Health Care and Social Assistance	19,819	17,221	64,447	84,266
Real Estate and Rental and Leasing	5,744	5,342	75,148	80,892
Retail Trade	21,994	20,020	58,211	80,205
Administrative, Support, and Waste Management	9,652	8,392	58,575	68,227
Arts, Entertainment, and Recreation	3,168	2,740	33,857	37,025
Transportation and Warehousing	4,785	4,153	29,533	34,318
Accommodation and Food Services	14,815	11,377	9,965	24,780
Finance and Insurance	6,561	5,949	17,907	24,468
Educational Services	2,043	1,629	21,597	23,640
Manufacturing	10,793	7,665	12,070	22,863
Wholesale Trade	8,575	6,963	11,387	19,962
Information	2,067	1,796	8,227	10,294
Agriculture, Forestry, and Fishing and Hunting	525	490	5,662	6,187
Mining, Quarrying, and Oil and Gas Extraction	285	236	2,308	2,593
Utilities	80	59	340	420
Total	169,466	149,133	696,730	866,196

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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MINNESOTA



509,732
99.5%

Small Businesses
of Minnesota Businesses

1.2 million
47.9%

Small Business Employees
of Minnesota Employees



EMPLOYMENT

29,624
net new jobs



DIVERSITY

47,277
minority-owned
businesses



TRADE

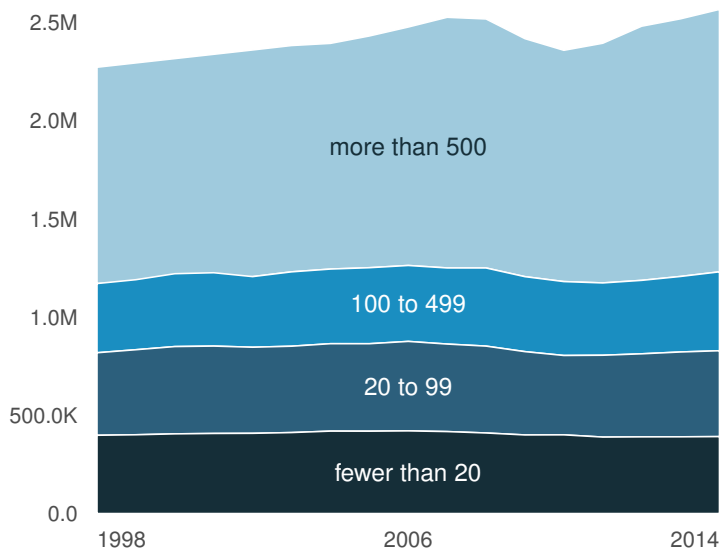
86.9%
of Minnesota exporters

OVERALL MINNESOTA ECONOMY

- In the second quarter of 2016, Minnesota grew at an annual rate less than **0.1%**, which was slower than the overall US growth rate of **1.2%**. Minnesota's 2015 growth rate of **1.9%** was down from the 2014 rate of **2.4%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.8%**, up from **3.7%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Minnesota Employment by Business Size (Employees)



- Minnesota small businesses employed **1.2 million** people, or **47.9%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.4%**. This was below the previous year's increase of **1.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **29,624** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **9,580** net jobs. The smallest gains were in firms employing 250 to 499 employees, which added **985** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **94,442** loans under \$100,000 (valued at **\$1.3 billion**) were issued by Minnesota lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,241** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$25,811**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Minnesota Small Business Ownership, 2012

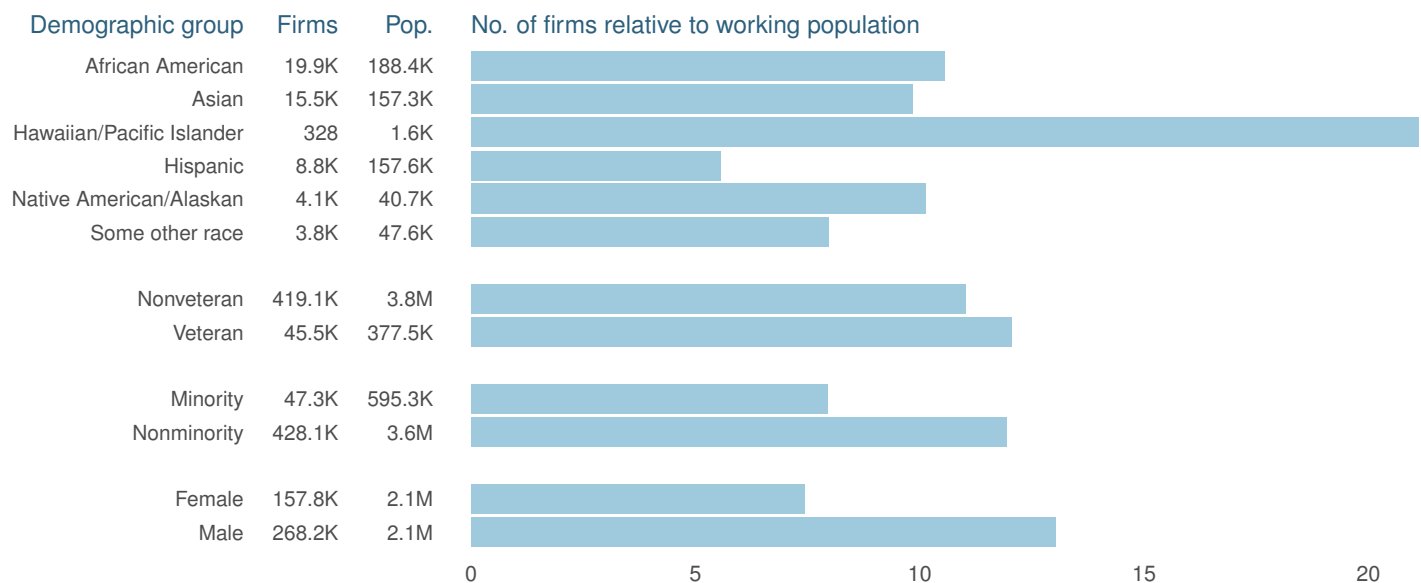
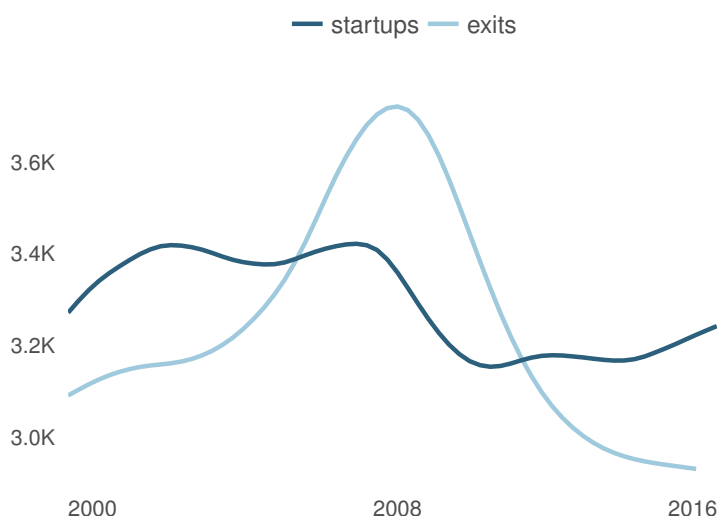


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $157.8K \div 2.1M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Minnesota Quarterly Startups and Exits



- In the second quarter of 2015, **3,936** establishments started up, generating **16,203** new jobs in Minnesota. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,021** establishments exited resulting in **11,788** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

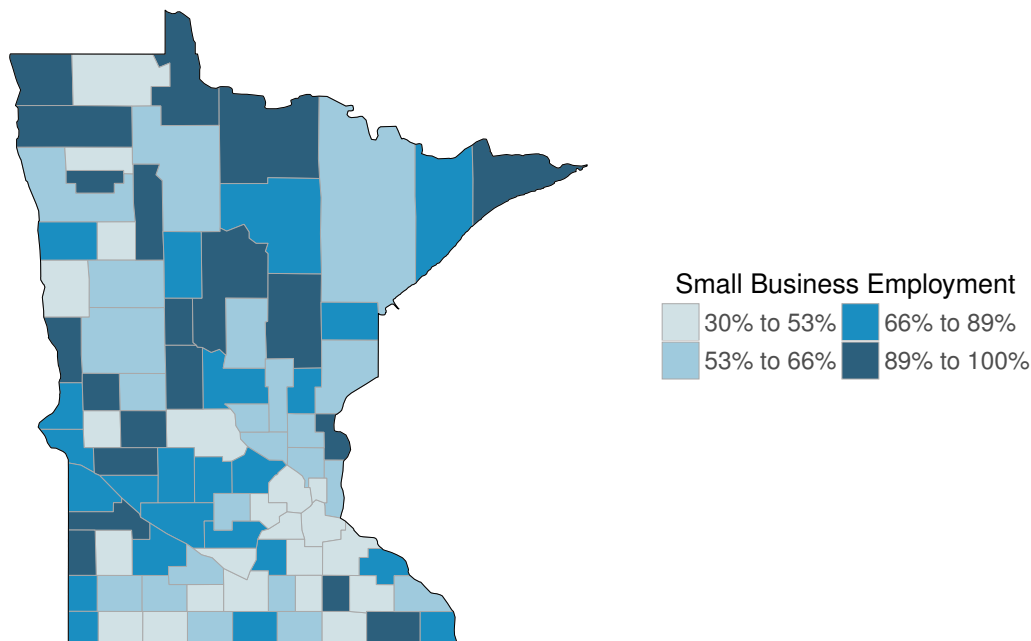
- A total of 8,628 companies exported goods from Minnesota in 2014. Among these, 7,502, or 86.9%, were small firms; they generated 26.7% of Minnesota's \$19.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Minnesota Employment by Industry, 2014

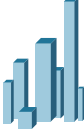




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	207,940	444,786	47%
Accommodation and Food Services	144,522	230,754	63%
Manufacturing	138,330	298,024	46%
Retail Trade	118,537	296,383	40%
Other Services (Except Public Administration)	104,282	116,102	90%
Professional, Scientific, and Technical Services	91,185	166,364	55%
Construction	85,374	106,485	80%
Wholesale Trade	72,953	132,737	55%
Administrative, Support, and Waste Management	64,196	165,381	39%
Finance and Insurance	44,690	151,068	30%
Transportation and Warehousing	38,043	76,845	50%
Educational Services	32,331	71,699	45%
Arts, Entertainment, and Recreation	26,839	45,169	59%
Real Estate and Rental and Leasing	25,173	36,878	68%
Information	19,889	61,478	32%
Utilities	2,527	s	-
Agriculture, Forestry, and Fishing and Hunting	2,359	2,480	95%
Mining, Quarrying, and Oil and Gas Extraction	1,157	6,223	19%
Total	1,230,362	2,566,086	48%

Figure 4: Minnesota Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Minnesota Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	15,379	14,293	60,221	75,600
Other Services (Except Public Administration)	14,171	13,042	51,189	65,360
Construction	15,928	15,086	40,599	56,527
Retail Trade	11,768	10,379	38,831	50,599
Real Estate and Rental and Leasing	5,030	4,716	42,051	47,081
Health Care and Social Assistance	9,898	7,854	30,804	40,702
Administrative, Support, and Waste Management	6,252	5,539	25,098	31,350
Arts, Entertainment, and Recreation	2,624	2,299	28,149	30,773
Transportation and Warehousing	3,923	3,387	21,979	25,902
Finance and Insurance	5,677	5,147	13,195	18,872
Educational Services	1,713	1,279	13,490	15,203
Manufacturing	6,261	4,547	7,542	13,803
Wholesale Trade	6,169	4,950	6,797	12,966
Accommodation and Food Services	8,241	6,054	3,927	12,168
Information	1,459	1,200	5,335	6,794
Agriculture, Forestry, and Fishing and Hunting	491	467	4,965	5,456
Utilities	96	45	343	439
Mining, Quarrying, and Oil and Gas Extraction	126	108	175	301
Total	115,042	100,637	394,690	509,732

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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FDIC	Federal Deposit Insurance Corporation
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SMALL BUSINESS PROFILE

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MISSISSIPPI



252,019
99.3%

Small Businesses
of Mississippi Businesses

432,231
47.4%

Small Business Employees
of Mississippi Employees



EMPLOYMENT

5,423
net new jobs



DIVERSITY

74,801
minority-owned
businesses



TRADE

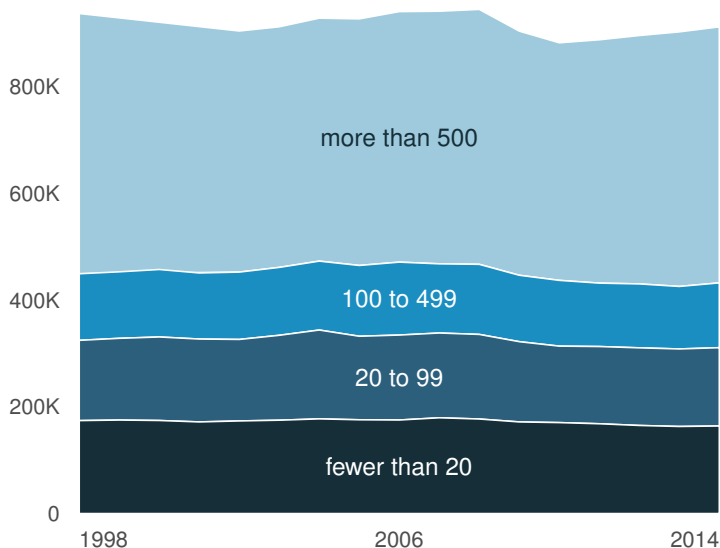
76.7%
of Mississippi exporters

OVERALL MISSISSIPPI ECONOMY

- In the second quarter of 2016, Mississippi grew at an annual rate of **1.1%**, which was slower than the overall US growth rate of **1.2%**. Mississippi's 2015 growth rate of **0.5%** was up from the 2014 rate of **-0.9%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.7%**, down from **6.8%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Mississippi Employment by Business Size (Employees)



- Mississippi small businesses employed **432,231** people, or **47.4%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.8%**. This was below the previous year's increase of **3.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,423** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **2,356** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **73** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **30,015** loans under \$100,000 (valued at **\$498.4 million**) were issued by Mississippi lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$46,665** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,279**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Mississippi Small Business Ownership, 2012

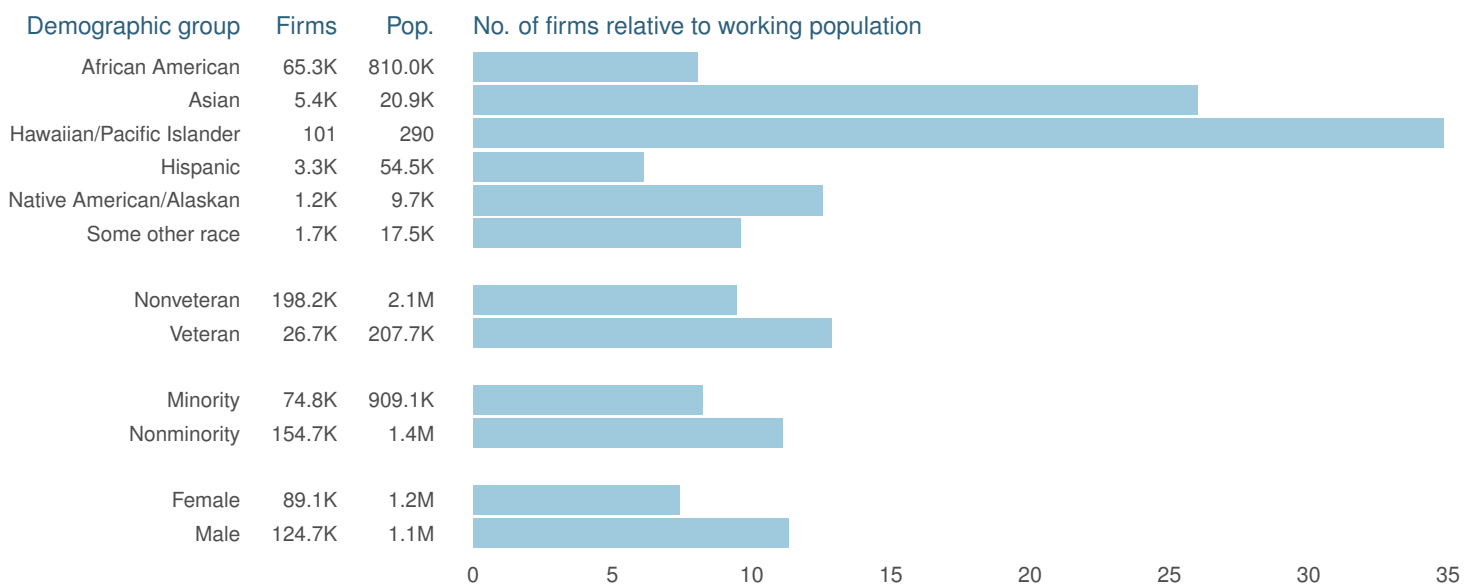
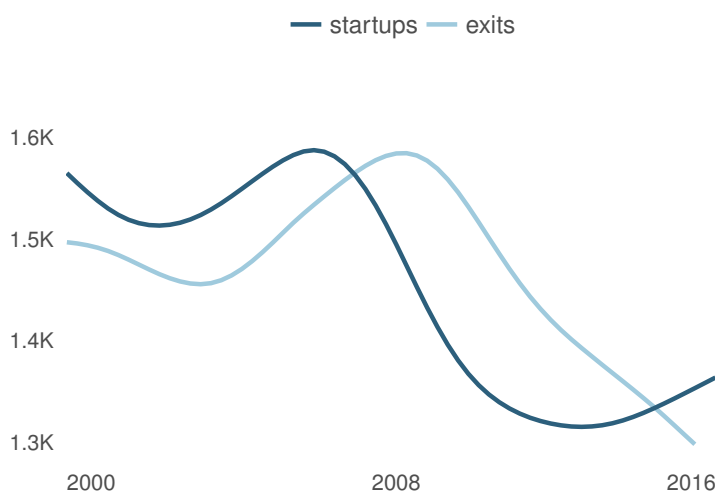


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $89.1K \div 1.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Mississippi Quarterly Startups and Exits



- In the second quarter of 2015, **1,371** establishments started up, generating **6,454** new jobs in Mississippi. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,313** establishments exited resulting in **4,493** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 2,197 companies exported goods from Mississippi in 2014. Among these, 1,685, or 76.7%, were small firms; they generated 12.1% of Mississippi's \$11.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Mississippi Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	64,837	163,145	40%
Accommodation and Food Services	59,989	119,304	50%
Retail Trade	56,837	140,778	40%
Manufacturing	41,890	140,188	30%
Other Services (Except Public Administration)	36,481	38,871	94%
Construction	32,490	42,688	76%
Professional, Scientific, and Technical Services	23,841	30,661	78%
Wholesale Trade	21,435	35,450	60%
Administrative, Support, and Waste Management	21,403	52,736	41%
Finance and Insurance	16,126	33,377	48%
Transportation and Warehousing	14,717	35,383	42%
Educational Services	9,720	18,255	53%
Real Estate and Rental and Leasing	7,540	10,144	74%
Arts, Entertainment, and Recreation	7,089	8,967	79%
Utilities	4,359	9,908	44%
Agriculture, Forestry, and Fishing and Hunting	4,169	4,482	93%
Information	3,778	13,402	28%
Mining, Quarrying, and Oil and Gas Extraction	2,950	6,198	48%
Total	432,231	912,014	47%

Figure 4: Mississippi Small Business Percent of Employment by County

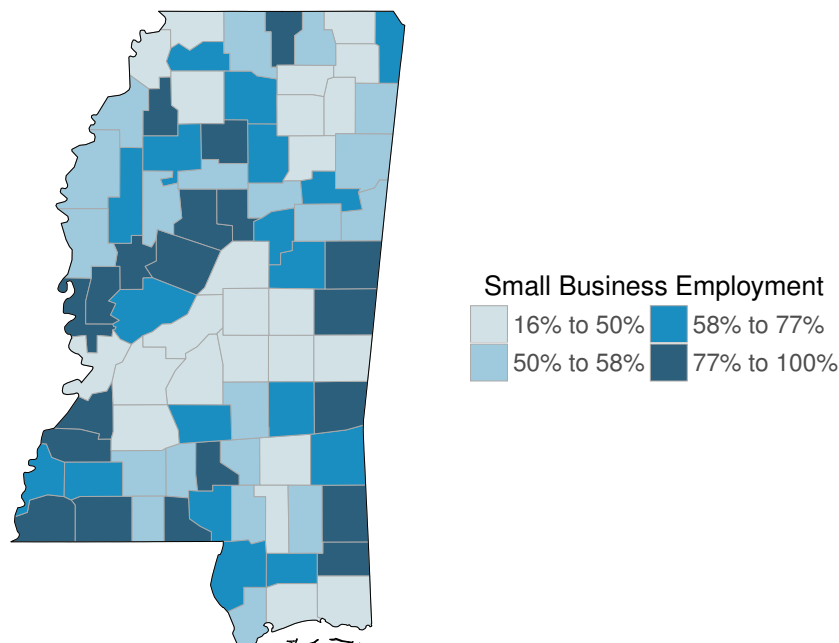


Table 2: Mississippi Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	5,975	5,626	42,596	48,571
Construction	3,721	3,353	27,726	31,447
Administrative, Support, and Waste Management	1,764	1,538	24,141	25,905
Health Care and Social Assistance	4,667	4,014	20,525	25,192
Retail Trade	7,001	6,358	17,431	24,432
Professional, Scientific, and Technical Services	4,163	3,864	18,067	22,230
Real Estate and Rental and Leasing	1,807	1,698	15,087	16,894
Transportation and Warehousing	1,546	1,318	9,908	11,454
Finance and Insurance	2,081	1,891	6,287	8,368
Accommodation and Food Services	3,773	2,903	3,849	7,622
Arts, Entertainment, and Recreation	622	534	6,324	6,946
Wholesale Trade	1,897	1,460	3,126	5,023
Educational Services	467	334	4,061	4,528
Agriculture, Forestry, and Fishing and Hunting	640	600	3,847	4,487
Manufacturing	1,677	1,147	2,620	4,297
Mining, Quarrying, and Oil and Gas Extraction	319	270	1,844	2,163
Information	324	264	1,510	1,834
Utilities	348	314	330	678
Total	42,740	37,574	209,279	252,019

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SMALL BUSINESS PROFILE

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MISSOURI



515,227
99.4%

Small Businesses
of Missouri Businesses

1.1 million
46.8%

Small Business Employees
of Missouri Employees



EMPLOYMENT
22,722
net new jobs



DIVERSITY
61,000
minority-owned
businesses



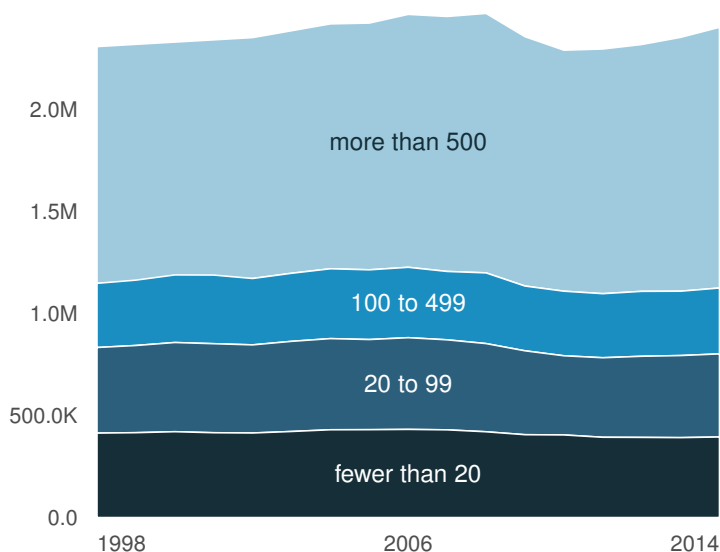
TRADE
85.3%
of Missouri exporters

OVERALL MISSOURI ECONOMY

- In the second quarter of 2016, Missouri grew at an annual rate of 2.3%, which was faster than the overall US growth rate of 1.2%. Missouri's 2015 growth rate of 1.7% was up from the 2014 rate of 0.2%. (Source: BEA)
- In November 2016, the unemployment rate was 4.7%, up from 4.4% at the close of 2015. This was above the November 2016 national unemployment rate of 4.6%. (Source: CPS)

EMPLOYMENT

Figure 1: Missouri Employment by Business Size (Employees)



- Missouri small businesses employed 1.1 million people, or 46.8% of the private workforce, in 2014. (Source: SUSB)
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: SUSB)
- During the year ending November 2016, private-sector employment increased 0.3%. This was below the previous year's increase of 2.4%. (Source: CPS)
- The number of proprietors increased in 2015 by 2.5% relative to the previous year. (Source: BEA)
- Small businesses created 22,722 net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding 6,519 net jobs. The smallest gains were in firms employing 10 to 19 employees, which added 666 net jobs. (Source: BDS)

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **81,975** loans under \$100,000 (valued at **\$1.1 billion**) were issued by Missouri lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$42,485** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,727**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Missouri Small Business Ownership, 2012

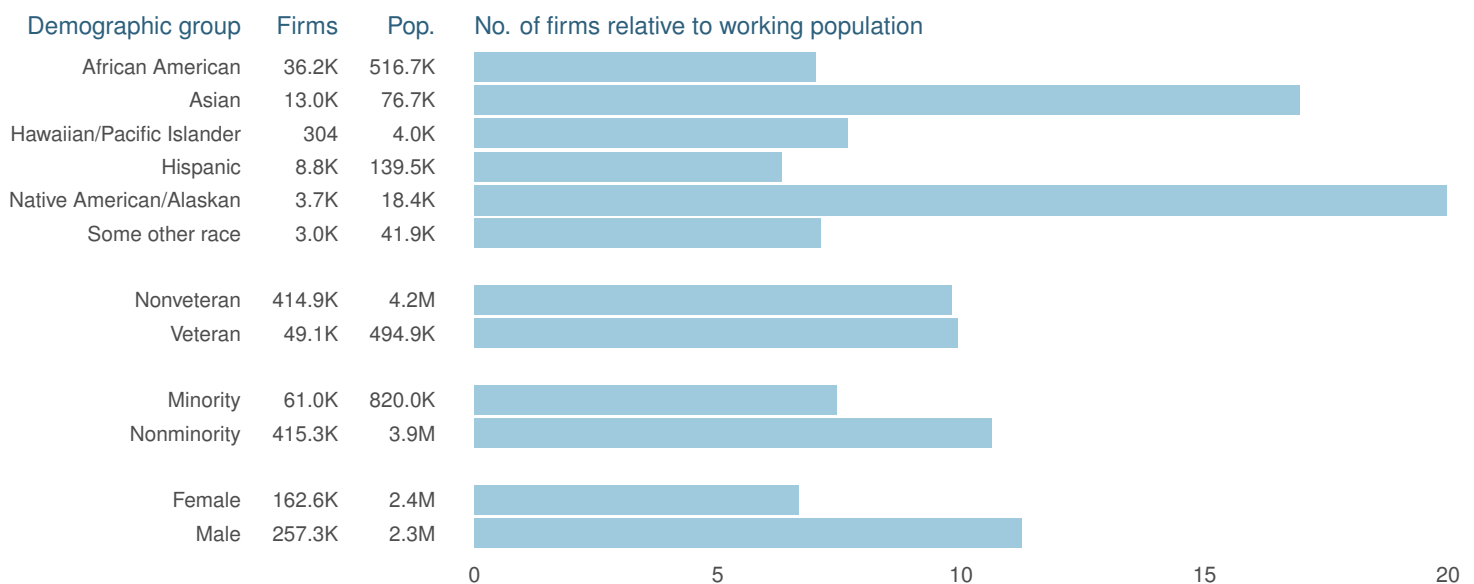
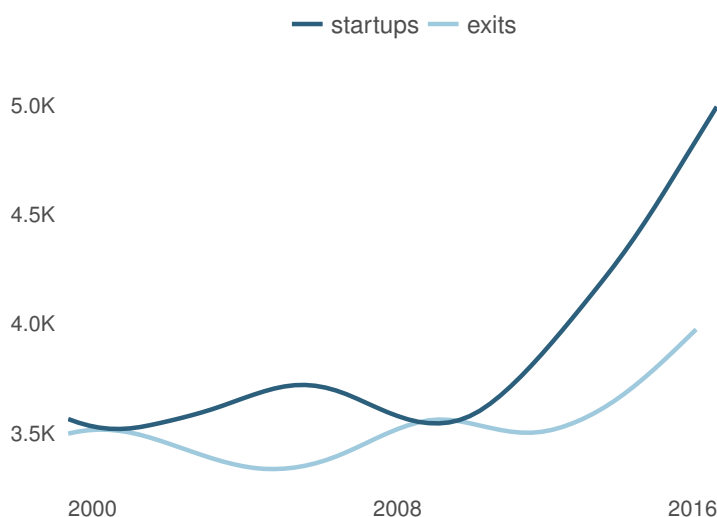


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BUSINESS TURNOVER

Figure 3: Missouri Quarterly Startups and Exits



- In the second quarter of 2015, **4,650** establishments started up, generating **14,597** new jobs in Missouri. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **4,280** establishments exited resulting in **11,569** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 6,089 companies exported goods from Missouri in 2014. Among these, 5,195, or 85.3%, were small firms; they generated 28.6% of Missouri's \$12.9 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Missouri Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	184,649	404,916	46%
Accommodation and Food Services	151,155	248,672	61%
Retail Trade	110,335	310,453	36%
Manufacturing	101,372	248,347	41%
Other Services (Except Public Administration)	95,226	109,040	87%
Construction	90,854	108,362	84%
Professional, Scientific, and Technical Services	79,147	159,837	50%
Wholesale Trade	69,557	125,946	55%
Administrative, Support, and Waste Management	60,630	165,288	37%
Finance and Insurance	44,923	130,790	34%
Transportation and Warehousing	32,885	82,969	40%
Educational Services	28,927	73,510	39%
Real Estate and Rental and Leasing	24,218	34,788	70%
Arts, Entertainment, and Recreation	22,626	39,622	57%
Information	13,104	56,586	23%
Utilities	3,178	15,724	20%
Mining, Quarrying, and Oil and Gas Extraction	1,880	3,400	55%
Agriculture, Forestry, and Fishing and Hunting	1,410	1,639	86%
Total	1,125,909	2,404,701	47%

Figure 4: Missouri Small Business Percent of Employment by County

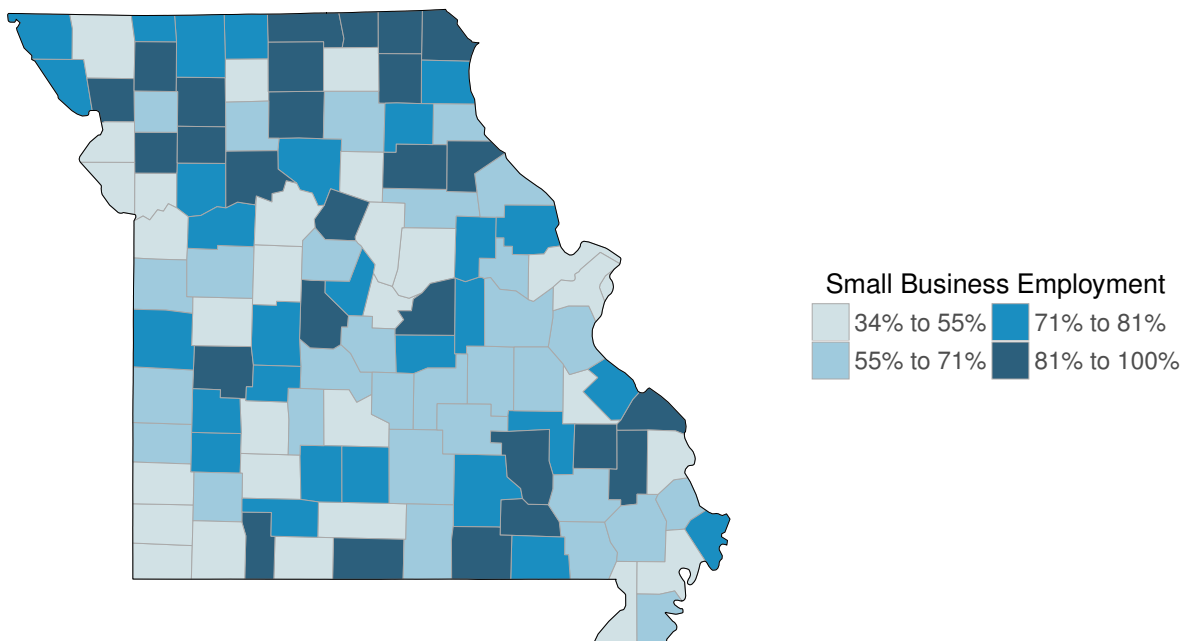
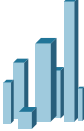






Table 2: Missouri Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	14,023	12,982	66,957	80,980
Construction	12,733	11,714	50,881	63,614
Professional, Scientific, and Technical Services	11,901	10,937	45,064	56,965
Retail Trade	12,133	10,722	38,842	50,975
Health Care and Social Assistance	21,212	19,413	28,685	49,897
Real Estate and Rental and Leasing	4,727	4,407	44,156	48,883
Administrative, Support, and Waste Management	6,255	5,572	32,339	38,594
Transportation and Warehousing	3,679	3,184	19,791	23,470
Arts, Entertainment, and Recreation	1,921	1,618	19,948	21,869
Finance and Insurance	5,340	4,801	13,393	18,733
Accommodation and Food Services	8,741	6,431	5,056	13,797
Wholesale Trade	5,740	4,465	6,450	12,190
Manufacturing	5,072	3,799	6,095	11,167
Educational Services	1,353	1,008	9,592	10,945
Agriculture, Forestry, and Fishing and Hunting	255	240	5,421	5,676
Information	1,093	894	4,363	5,456
Mining, Quarrying, and Oil and Gas Extraction	151	114	406	557
Utilities	88	41	274	362
Total	117,514	103,918	397,713	515,227

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BDM	Business Employment Dynamics, BLS
BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

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MONTANA



117,149
99.3%

Small Businesses
of Montana Businesses

239,910
66.0%

Small Business Employees
of Montana Employees



EMPLOYMENT
3,257
net new jobs



DIVERSITY
5,575
minority-owned
businesses



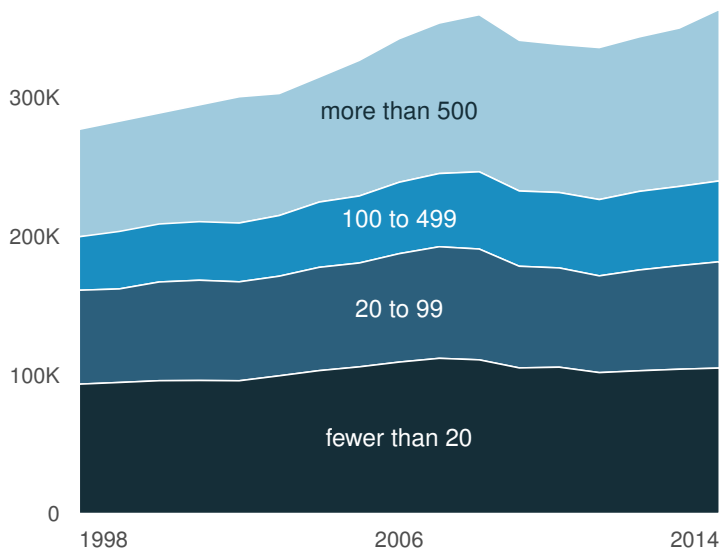
TRADE
83.5%
of Montana exporters

OVERALL MONTANA ECONOMY

- In the second quarter of 2016, Montana grew at an annual rate of 1.2%, which was the same as the overall US growth rate. Montana's 2015 growth rate of 2.0% was up from the 2014 rate of 1.4%. (Source: BEA)
- In November 2016, the unemployment rate was 4.0%, down from 4.1% at the close of 2015. This was below the November 2016 national unemployment rate of 4.6%. (Source: CPS)

EMPLOYMENT

Figure 1: Montana Employment by Business Size (Employees)



- Montana small businesses employed 239,910 people, or 66.0% of the private workforce, in 2014. (Source: SUBS)
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: SUBS)
- During the year ending November 2016, private-sector employment increased 0.3%. This was below the previous year's increase of 1.6%. (Source: CPS)
- The number of proprietors increased in 2015 by 2.4% relative to the previous year. (Source: BEA)
- Small businesses created 3,257 net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding 1,268 net jobs. The largest losses were in firms employing 100 to 249 employees, which lost 82 net jobs. (Source: BDS)

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **24,870** loans under \$100,000 (valued at **\$351.3 million**) were issued by Montana lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$38,283** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,436**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Montana Small Business Ownership, 2012

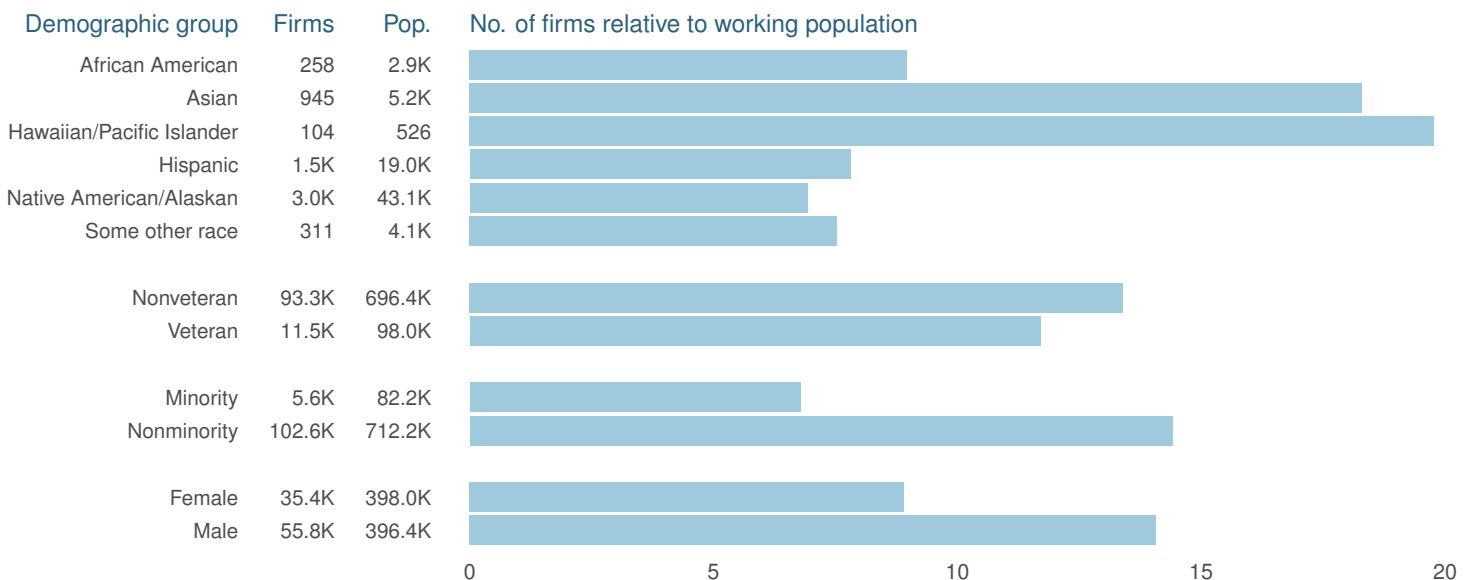
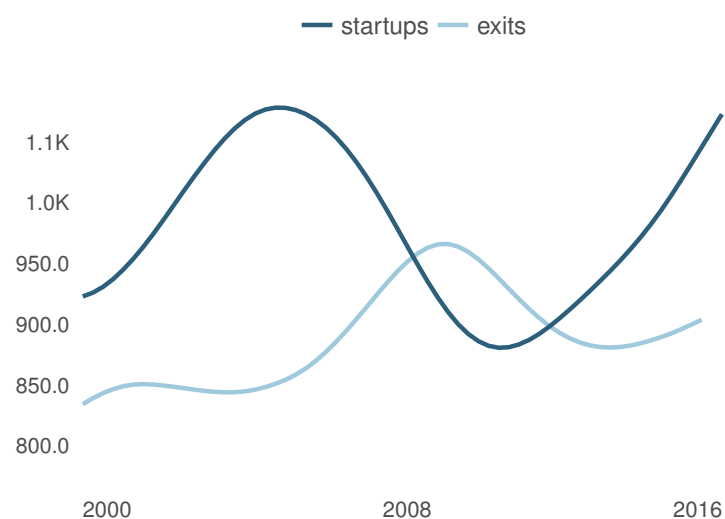


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $35.4K \div 398.0K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Montana Quarterly Startups and Exits



- In the second quarter of 2015, **1,081** establishments started up, generating **2,885** new jobs in Montana. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,069** establishments exited resulting in **3,115** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

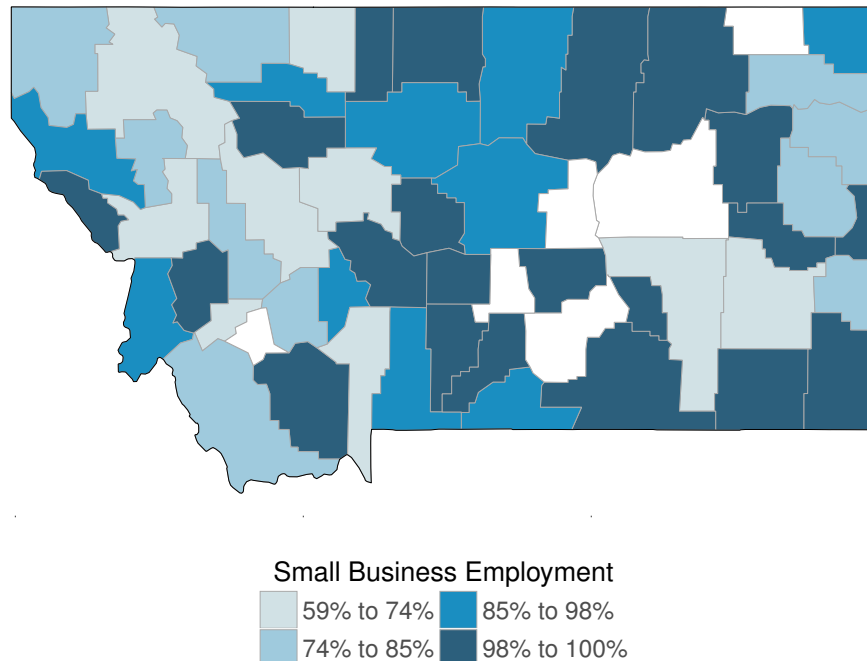
- A total of 1,556 companies exported goods from Montana in 2014. Among these, 1,300, or 83.5%, were small firms; they generated 67.8% of Montana's \$1.3 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Montana Employment by Industry, 2014

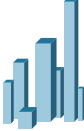




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	40,914	47,949	85%
Health Care and Social Assistance	40,466	68,523	59%
Retail Trade	29,845	58,857	51%
Construction	20,991	23,173	91%
Other Services (Except Public Administration)	15,335	15,848	97%
Professional, Scientific, and Technical Services	15,153	17,951	84%
Manufacturing	12,793	17,579	73%
Wholesale Trade	10,154	15,515	65%
Administrative, Support, and Waste Management	9,156	22,139	41%
Arts, Entertainment, and Recreation	8,816	10,658	83%
Transportation and Warehousing	8,261	13,073	63%
Finance and Insurance	7,979	16,071	50%
Educational Services	5,097	6,057	84%
Real Estate and Rental and Leasing	4,798	5,575	86%
Information	4,044	9,384	43%
Mining, Quarrying, and Oil and Gas Extraction	2,839	7,647	37%
Utilities	1,031	3,007	34%
Agriculture, Forestry, and Fishing and Hunting	952	1,016	94%
Total	239,910	363,650	66%

Figure 4: Montana Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Montana Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Construction	5,029	4,865	11,881	16,910
Other Services (Except Public Administration)	2,998	2,854	11,676	14,674
Professional, Scientific, and Technical Services	3,341	3,177	10,897	14,238
Real Estate and Rental and Leasing	1,608	1,556	11,646	13,254
Retail Trade	3,449	3,082	8,459	11,908
Health Care and Social Assistance	2,851	2,501	5,084	7,935
Administrative, Support, and Waste Management	1,573	1,474	5,090	6,663
Arts, Entertainment, and Recreation	1,032	935	5,075	6,107
Accommodation and Food Services	3,090	2,495	1,484	4,574
Transportation and Warehousing	1,185	1,074	2,975	4,160
Finance and Insurance	1,142	1,047	2,200	3,342
Manufacturing	1,184	1,014	2,093	3,277
Agriculture, Forestry, and Fishing and Hunting	337	330	2,750	3,087
Wholesale Trade	1,053	848	1,307	2,360
Educational Services	356	295	1,685	2,041
Information	351	302	997	1,348
Mining, Quarrying, and Oil and Gas Extraction	352	315	796	1,148
Utilities	78	56	91	169
Total	30,963	28,283	86,186	117,149

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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NEBRASKA



170,512
99.1%

Small Businesses
of Nebraska Businesses

400,506
47.1%

Small Business Employees
of Nebraska Employees



EMPLOYMENT

9,084
net new jobs



DIVERSITY

14,561
minority-owned
businesses



TRADE

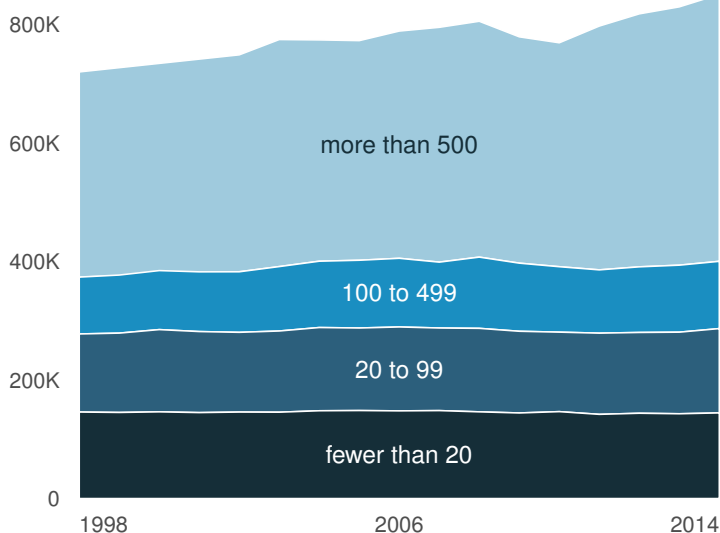
81.2%
of Nebraska exporters

OVERALL NEBRASKA ECONOMY

- In the second quarter of 2016, Nebraska grew at an annual rate of **4.3%**, which was faster than the overall US growth rate of **1.2%**. Nebraska's 2015 growth rate of **0.9%** was down from the 2014 rate of **3.0%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.4%**, up from **3.0%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Nebraska Employment by Business Size (Employees)



- Nebraska small businesses employed **400,506** people, or **47.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **0.2%**. This was below the previous year's increase of **0.5%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **9,084** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **2,841** net jobs. The largest losses were in firms employing 50 to 99 employees, which lost **91** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **27,372** loans under \$100,000 (valued at **\$440.1 million**) were issued by Nebraska lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$43,071** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$25,487**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

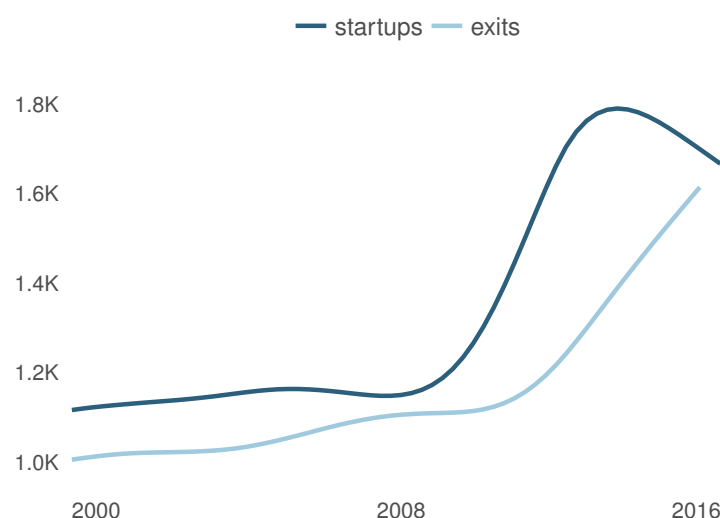
Figure 2: Nebraska Small Business Ownership, 2012



Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $51.9K \div 722.0K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Nebraska Quarterly Startups and Exits



- In the second quarter of 2015, **1,611** establishments started up, generating **4,664** new jobs in Nebraska. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,605** establishments exited resulting in **4,645** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

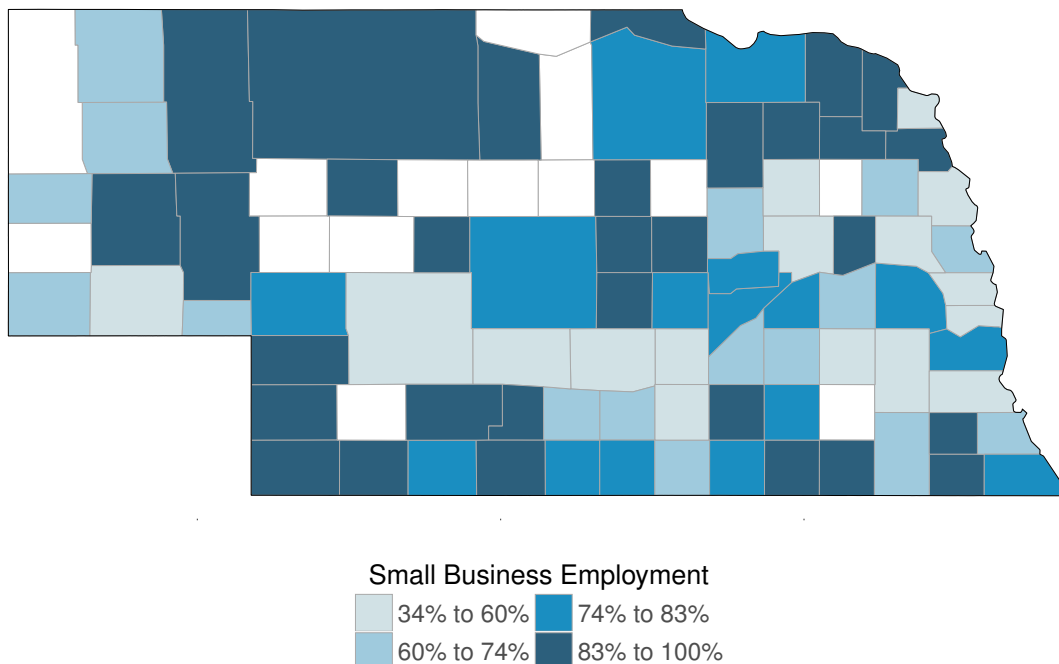
- A total of 2,016 companies exported goods from Nebraska in 2014. Among these, 1,638, or 81.2%, were small firms; they generated 22.3% of Nebraska's \$7.5 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Nebraska Employment by Industry, 2014

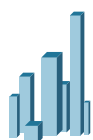
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	64,756	124,250	52%
Accommodation and Food Services	49,056	72,488	68%
Retail Trade	44,306	110,073	40%
Construction	37,120	41,197	90%
Other Services (Except Public Administration)	33,148	36,258	91%
Manufacturing	30,456	93,135	33%
Professional, Scientific, and Technical Services	26,495	97,943	27%
Wholesale Trade	26,027	42,592	61%
Administrative, Support, and Waste Management	18,984	59,979	32%
Finance and Insurance	18,109	60,573	30%
Transportation and Warehousing	13,970	27,772	50%
Arts, Entertainment, and Recreation	9,778	13,567	72%
Educational Services	8,587	18,376	47%
Real Estate and Rental and Leasing	8,295	10,683	78%
Information	6,905	20,380	34%
Mining, Quarrying, and Oil and Gas Extraction	815	1,168	70%
Agriculture, Forestry, and Fishing and Hunting	615	1,136	54%
Utilities	191	s	-
Total	400,506	851,128	47%

Figure 4: Nebraska Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Nebraska Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (Except Public Administration)	5,259	4,893	20,180	25,439
Construction	6,035	5,644	15,515	21,550
Retail Trade	4,587	4,018	13,495	18,082
Professional, Scientific, and Technical Services	4,033	3,724	13,279	17,312
Health Care and Social Assistance	4,199	3,483	12,349	16,548
Real Estate and Rental and Leasing	1,693	1,588	14,695	16,388
Administrative, Support, and Waste Management	2,175	1,968	9,101	11,276
Transportation and Warehousing	1,990	1,825	6,512	8,502
Finance and Insurance	2,375	2,153	5,366	7,741
Arts, Entertainment, and Recreation	810	701	6,200	7,010
Accommodation and Food Services	3,293	2,530	1,645	4,938
Wholesale Trade	1,989	1,468	1,802	3,791
Educational Services	475	355	3,162	3,637
Agriculture, Forestry, and Fishing and Hunting	173	162	3,140	3,313
Manufacturing	1,465	1,076	1,508	2,973
Information	448	334	1,314	1,762
Mining, Quarrying, and Oil and Gas Extraction	107	96	182	289
Utilities	18	11	74	92
Total	40,993	36,098	129,519	170,512

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NEVADA



246,569
99.1%

Small Businesses
of Nevada Businesses

450,104
41.3%

Small Business Employees
of Nevada Employees



EMPLOYMENT
25,730
net new jobs



DIVERSITY
71,827
minority-owned
businesses



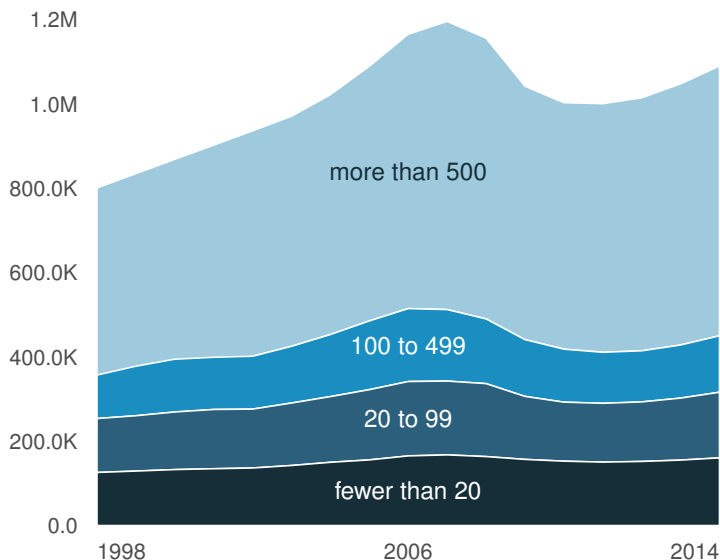
TRADE
86.6%
of Nevada exporters

OVERALL NEVADA ECONOMY

- In the second quarter of 2016, Nevada grew at an annual rate of **2.3%**, which was faster than the overall US growth rate of **1.2%**. Nevada's 2015 growth rate of **1.6%** was down from the 2014 rate of **2.1%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.2%**, down from **6.3%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Nevada Employment by Business Size (Employees)



- Nevada small businesses employed **450,104** people, or **41.3%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.2%**. This was below the previous year's increase of **2.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **25,730** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **5,829** net jobs. The smallest gains were in firms employing 50 to 99 employees, which added **2,301** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **49,530** loans under \$100,000 (valued at **\$634.4 million**) were issued by Nevada lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,237** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,922**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Nevada Small Business Ownership, 2012

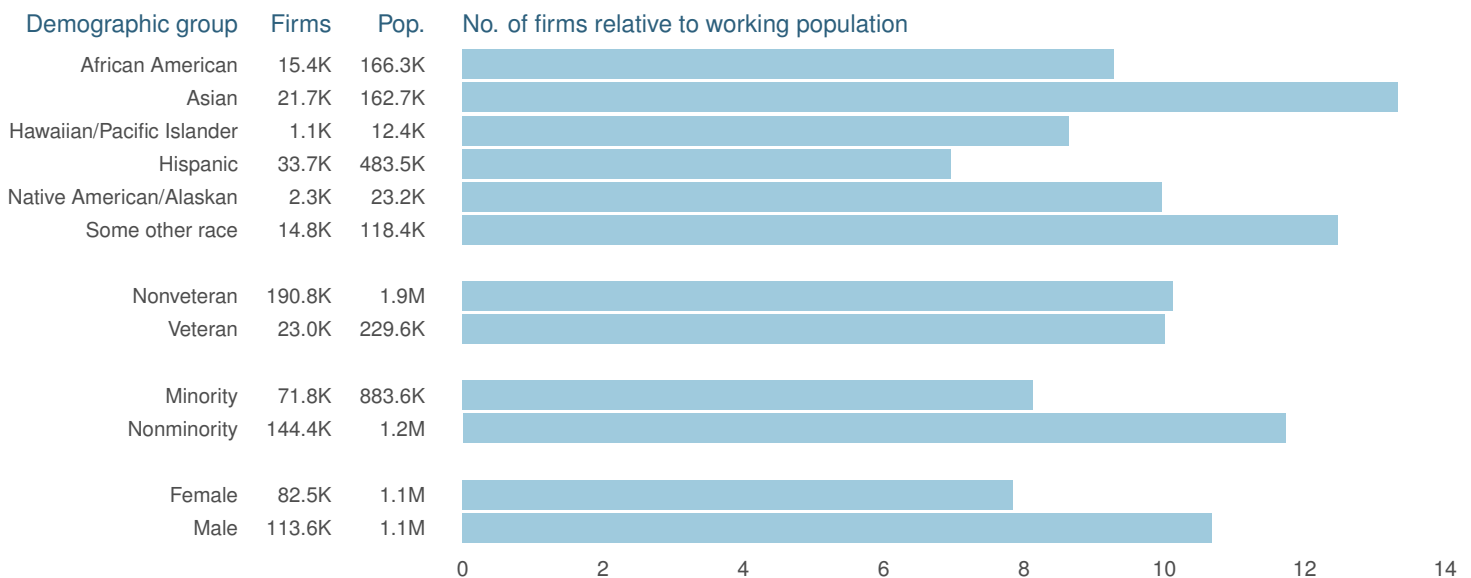
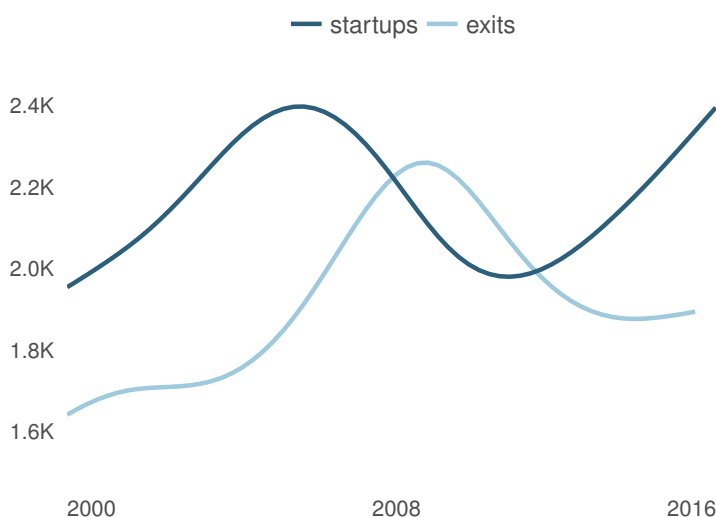


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $82.5K \div 1.1M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Nevada Quarterly Startups and Exits



- In the second quarter of 2015, **2,395** establishments started up, generating **7,819** new jobs in Nevada. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,011** establishments exited resulting in **6,934** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

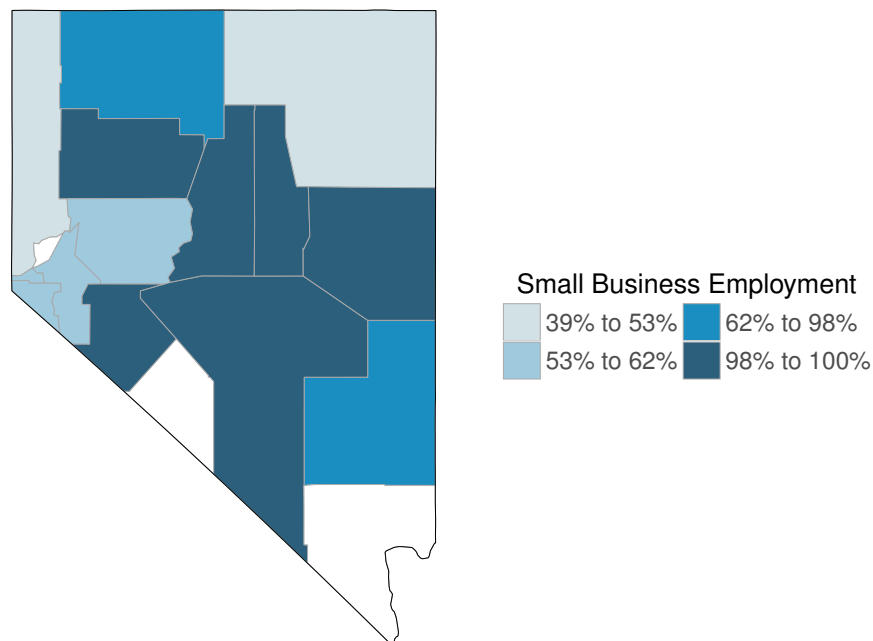
- A total of 3,104 companies exported goods from Nevada in 2014. Among these, 2,688, or 86.6%, were small firms; they generated 18.0% of Nevada's \$6.9 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Nevada Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	77,144	310,734	25%
Health Care and Social Assistance	56,242	108,667	52%
Construction	47,913	58,504	82%
Administrative, Support, and Waste Management	42,580	106,171	40%
Retail Trade	39,947	140,879	28%
Professional, Scientific, and Technical Services	37,950	56,214	68%
Other Services (Except Public Administration)	25,195	31,182	81%
Manufacturing	24,214	41,572	58%
Arts, Entertainment, and Recreation	18,663	26,954	69%
Wholesale Trade	18,069	34,397	53%
Real Estate and Rental and Leasing	15,763	28,013	56%
Transportation and Warehousing	13,409	46,908	29%
Finance and Insurance	11,005	34,322	32%
Educational Services	7,958	10,784	74%
Information	5,623	16,720	34%
Mining, Quarrying, and Oil and Gas Extraction	4,693	13,879	34%
Utilities	623	s	-
Agriculture, Forestry, and Fishing and Hunting	s	s	-
Total	450,104	1,090,071	41%

Figure 4: Nevada Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Nevada Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Professional, Scientific, and Technical Services	7,710	7,161	29,993	37,703
Other Services (Except Public Administration)	3,711	3,407	32,014	35,725
Real Estate and Rental and Leasing	3,227	3,013	28,235	31,462
Retail Trade	4,580	4,015	17,462	22,042
Health Care and Social Assistance	5,459	4,881	15,371	20,830
Administrative, Support, and Waste Management	3,621	3,098	16,601	20,222
Arts, Entertainment, and Recreation	1,186	981	15,860	17,046
Construction	4,459	3,829	11,039	15,498
Finance and Insurance	2,279	2,063	7,713	9,992
Transportation and Warehousing	1,115	915	7,908	9,023
Accommodation and Food Services	4,067	3,062	2,813	6,880
Wholesale Trade	2,311	1,823	3,828	6,139
Educational Services	616	494	3,723	4,339
Manufacturing	1,568	1,203	2,491	4,059
Information	772	693	3,282	4,054
Agriculture, Forestry, and Fishing and Hunting	47	46	681	728
Mining, Quarrying, and Oil and Gas Extraction	180	133	390	570
Utilities	45	31	134	179
Total	47,031	41,030	199,538	246,569

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

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NEW HAMPSHIRE



132,432
99.0%

Small Businesses
of New Hampshire Businesses

289,914
51.5%

Small Business Employees
of New Hampshire Employees



EMPLOYMENT

4,410
net new jobs



DIVERSITY

6,107
minority-owned
businesses



TRADE

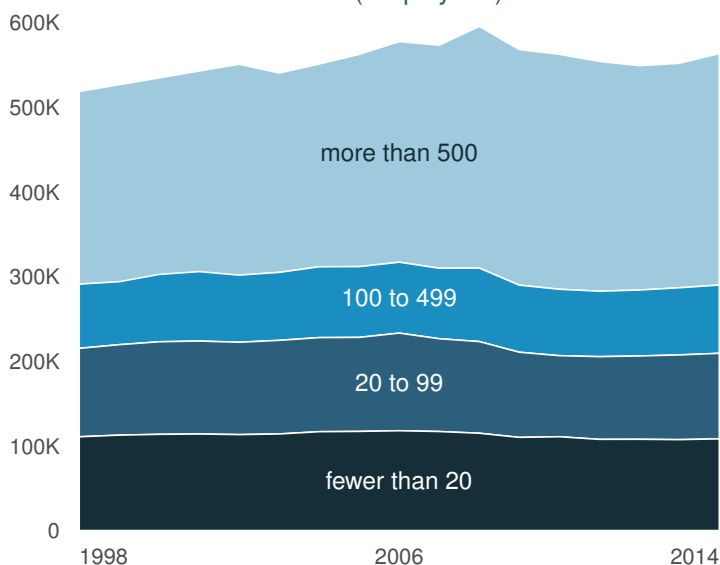
86.6%
of New Hampshire
exporters

OVERALL NEW HAMPSHIRE ECONOMY

- In the second quarter of 2016, New Hampshire grew at an annual rate of **1.2%**, which was the same as the overall US growth rate. New Hampshire's 2015 growth rate of **1.4%** was down from the 2014 rate of **1.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **2.7%**, down from **3.1%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Hampshire Employment by Business Size (Employees)



- New Hampshire small businesses employed **289,914** people, or **51.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.4%**. This was above the previous year's increase of **0.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **4,410** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **1,130** net jobs. The smallest gains were in firms employing 250 to 499 employees, which added **196** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **23,174** loans under \$100,000 (valued at **\$323.1 million**) were issued by New Hampshire lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,433** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$27,068**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: New Hampshire Small Business Ownership, 2012

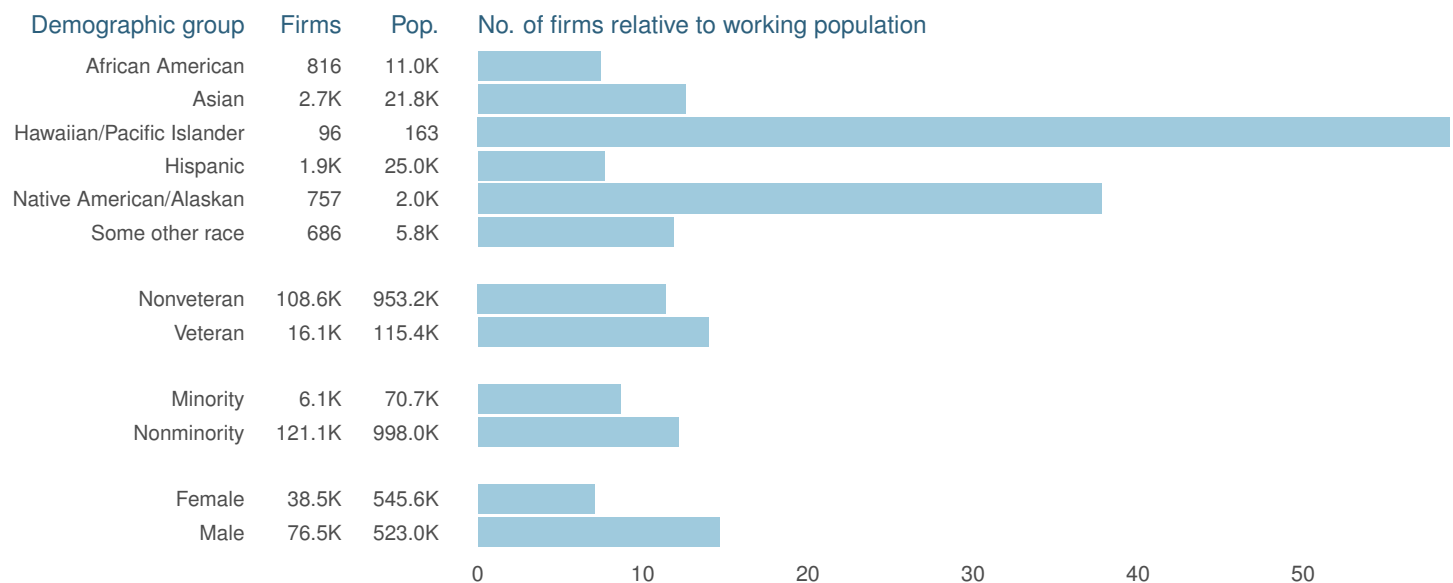
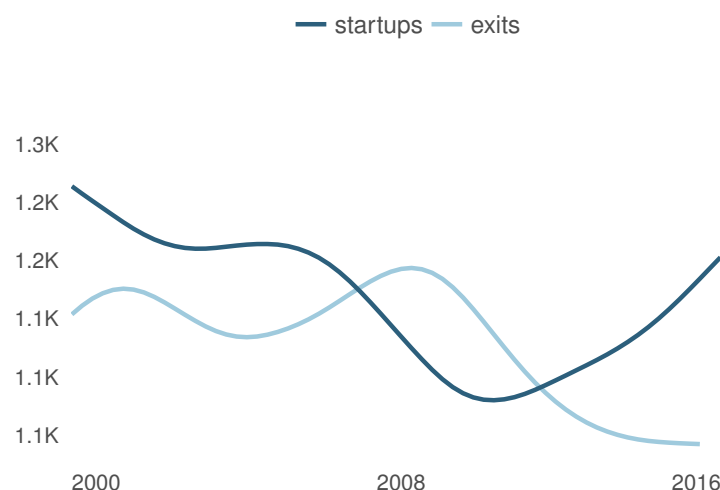


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $38.5K \div 545.6K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: New Hampshire Quarterly Startups and Exits



- In the second quarter of 2015, **1,206** establishments started up, generating **3,622** new jobs in New Hampshire. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,091** establishments exited resulting in **2,801** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 2,734 companies exported goods from New Hampshire in 2014. Among these, 2,369, or 86.6%, were small firms; they generated 49.4% of New Hampshire's \$4.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Hampshire Employment by Industry, 2014





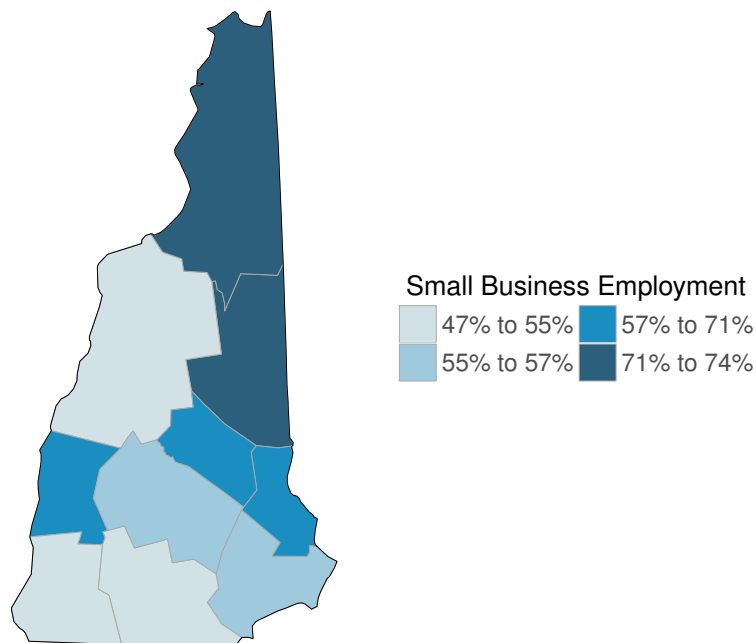





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	42,050	88,007	48%
Accommodation and Food Services	40,158	54,369	74%
Retail Trade	33,393	97,453	34%
Manufacturing	28,924	66,151	44%
Construction	22,280	23,173	96%
Professional, Scientific, and Technical Services	22,186	29,915	74%
Other Services (Except Public Administration)	19,533	21,846	89%
Administrative, Support, and Waste Management	16,965	47,359	36%
Wholesale Trade	15,457	24,440	63%
Finance and Insurance	9,947	29,079	34%
Educational Services	9,178	23,420	39%
Arts, Entertainment, and Recreation	8,064	11,892	68%
Transportation and Warehousing	6,853	12,929	53%
Real Estate and Rental and Leasing	5,979	7,162	83%
Information	5,635	14,096	40%
Utilities	667	3,110	21%
Agriculture, Forestry, and Fishing and Hunting	610	644	95%
Mining, Quarrying, and Oil and Gas Extraction	245	260	94%
Total	289,914	563,323	51%

Figure 4: New Hampshire Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: New Hampshire Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	3,419	3,117	17,079	20,498
Construction	3,791	3,544	16,577	20,368
Other Services (Except Public Administration)	3,390	3,204	12,514	15,904
Real Estate and Rental and Leasing	1,085	1,012	12,213	13,298
Retail Trade	3,591	3,144	8,528	12,119
Administrative, Support, and Waste Management	1,959	1,772	7,345	9,304
Health Care and Social Assistance	2,536	2,114	6,234	8,770
Arts, Entertainment, and Recreation	706	601	6,133	6,839
Accommodation and Food Services	2,949	2,331	1,232	4,181
Educational Services	545	433	3,386	3,931
Manufacturing	1,597	1,181	2,271	3,868
Finance and Insurance	859	724	2,436	3,295
Wholesale Trade	1,440	1,130	1,845	3,285
Transportation and Warehousing	656	572	2,187	2,843
Information	380	295	1,545	1,925
Agriculture, Forestry, and Fishing and Hunting	138	133	1,672	1,810
Utilities	34	23	89	123
Mining, Quarrying, and Oil and Gas Extraction	40	34	59	99
Total	29,087	25,422	103,345	132,432

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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SMALL BUSINESS PROFILE

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NEW JERSEY

843,989
99.6%

Small Businesses
of New Jersey Businesses

1.8 million
50.0%

Small Business Employees
of New Jersey Employees



EMPLOYMENT

21,497
net new jobs



DIVERSITY

237,187
minority-owned
businesses



TRADE

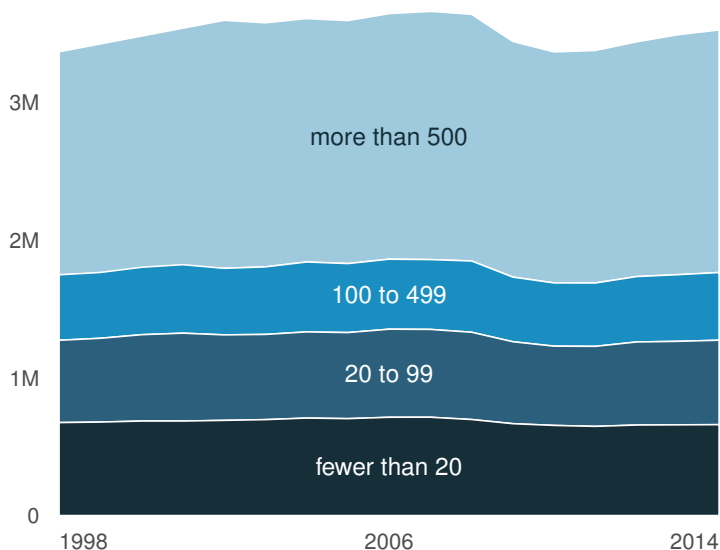
92.2%
of New Jersey
exporters

OVERALL NEW JERSEY ECONOMY

- In the second quarter of 2016, New Jersey grew at an annual rate of **1.7%**, which was faster than the overall US growth rate of **1.2%**. New Jersey's 2015 growth rate of **2.0%** was up from the 2014 rate of **0.2%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.0%**, up from **4.8%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Jersey Employment by Business Size (Employees)



- New Jersey small businesses employed **1.8 million** people, or **50.0%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **0.2%**. This was below the previous year's increase of **1.9%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **21,497** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **7,813** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **1,060** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **194,471** loans under \$100,000 (valued at **\$3.0 billion**) were issued by New Jersey lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$60,140** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$29,212**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: New Jersey Small Business Ownership, 2012

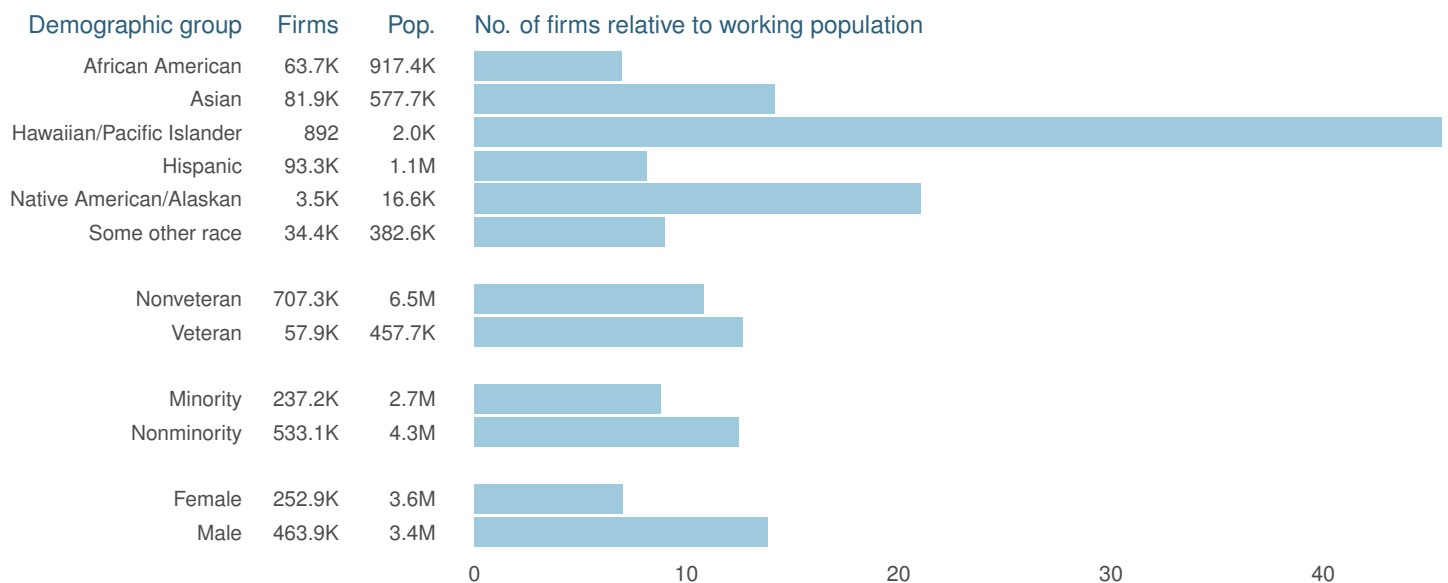
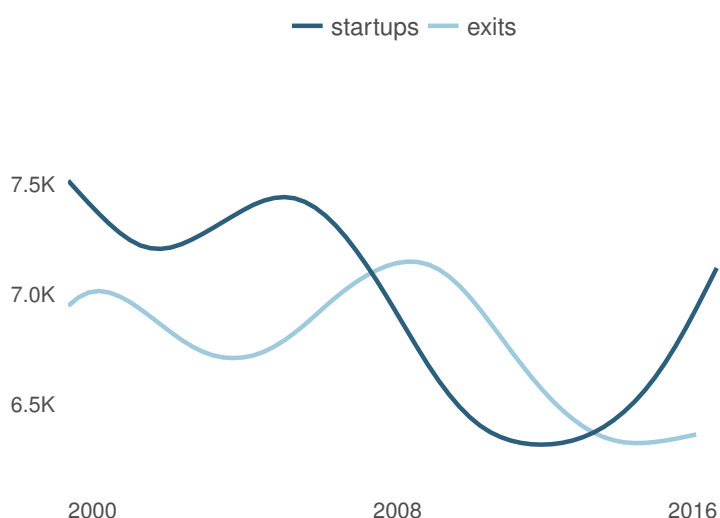


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $252.9K \div 3.6M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: New Jersey Quarterly Startups and Exits



- In the second quarter of 2015, **7,336** establishments started up, generating **30,530** new jobs in New Jersey. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **7,077** establishments exited resulting in **25,898** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 20,647 companies exported goods from New Jersey in 2014. Among these, 19,036, or 92.2%, were small firms; they generated 43.8% of New Jersey's \$32.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Jersey Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	282,037	561,829	50%
Professional, Scientific, and Technical Services	186,186	317,085	59%
Accommodation and Food Services	183,672	299,182	61%
Retail Trade	159,211	456,680	35%
Wholesale Trade	144,816	256,430	56%
Manufacturing	138,718	221,901	63%
Other Services (Except Public Administration)	136,547	152,445	90%
Construction	123,301	139,076	89%
Administrative, Support, and Waste Management	118,833	304,316	39%
Transportation and Warehousing	66,469	157,962	42%
Educational Services	57,732	99,780	58%
Finance and Insurance	48,168	192,521	25%
Arts, Entertainment, and Recreation	46,384	58,775	79%
Real Estate and Rental and Leasing	37,690	54,487	69%
Information	21,099	93,305	23%
Utilities	1,021	20,650	5%
Agriculture, Forestry, and Fishing and Hunting	880	896	98%
Mining, Quarrying, and Oil and Gas Extraction	647	1,392	46%
Total	1,764,993	3,526,716	50%

Figure 4: New Jersey Small Business Percent of Employment by County

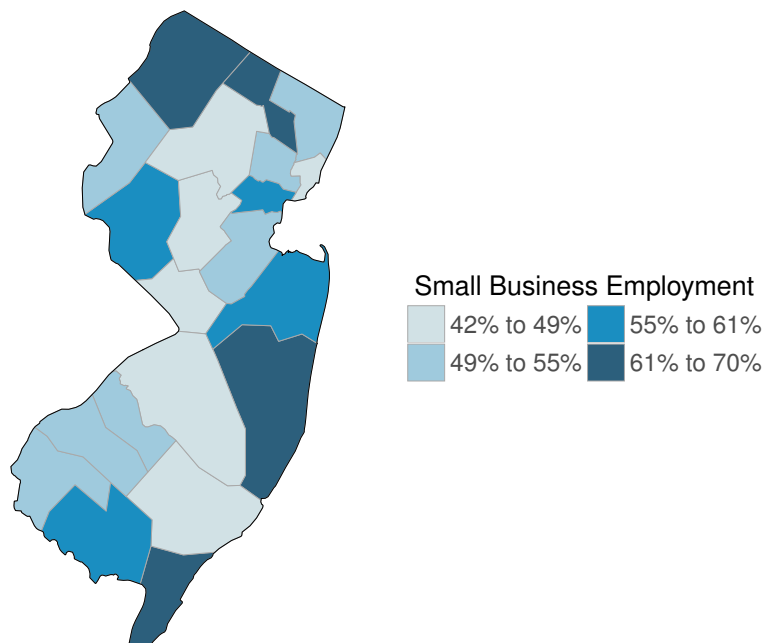
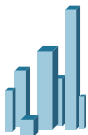






Table 2: New Jersey Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	27,441	25,199	113,394	140,835
Real Estate and Rental and Leasing	6,994	6,564	93,634	100,628
Other Services (Except Public Administration)	22,339	21,011	76,421	98,760
Construction	20,734	19,521	55,603	76,337
Health Care and Social Assistance	21,548	18,652	53,628	75,176
Retail Trade	21,934	20,241	49,391	71,325
Administrative, Support, and Waste Management	12,121	10,801	43,430	55,551
Transportation and Warehousing	6,157	5,254	41,198	47,355
Arts, Entertainment, and Recreation	3,229	2,676	35,894	39,123
Finance and Insurance	5,842	5,198	22,982	28,824
Accommodation and Food Services	17,637	15,042	10,554	28,191
Wholesale Trade	12,300	10,193	14,516	26,816
Educational Services	3,354	2,632	22,641	25,995
Manufacturing	6,864	5,065	6,838	13,702
Information	1,829	1,511	10,332	12,161
Agriculture, Forestry, and Fishing and Hunting	203	191	2,073	2,276
Utilities	77	61	680	757
Mining, Quarrying, and Oil and Gas Extraction	56	41	62	118
Total	190,718	170,242	653,271	843,989

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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NEW MEXICO



154,489
99.0%

Small Businesses
of New Mexico Businesses

336,684
55.9%

Small Business Employees
of New Mexico Employees



EMPLOYMENT
5,009
net new jobs



DIVERSITY
60,595
minority-owned
businesses



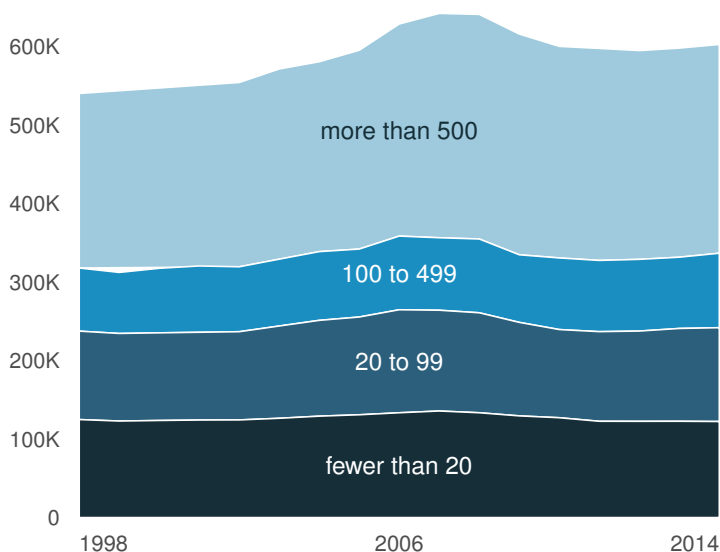
TRADE
84.0%
of New Mexico
exporters

OVERALL NEW MEXICO ECONOMY

- In the second quarter of 2016, New Mexico grew at an annual rate of **-0.2%**, which was slower than the overall US growth rate of **1.2%**. New Mexico's 2015 growth rate of **1.7%** was down from the 2014 rate of **2.5%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **6.7%**, up from **6.6%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Mexico Employment by Business Size (Employees)



- New Mexico small businesses employed **336,684** people, or **55.9%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.3%**. This was above the previous year's decrease of **0.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,009** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **3,001** net jobs. The largest losses were in firms employing 50 to 99 employees, which lost **409** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **25,522** loans under \$100,000 (valued at **\$371.3 million**) were issued by New Mexico lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,696** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$17,879**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: New Mexico Small Business Ownership, 2012

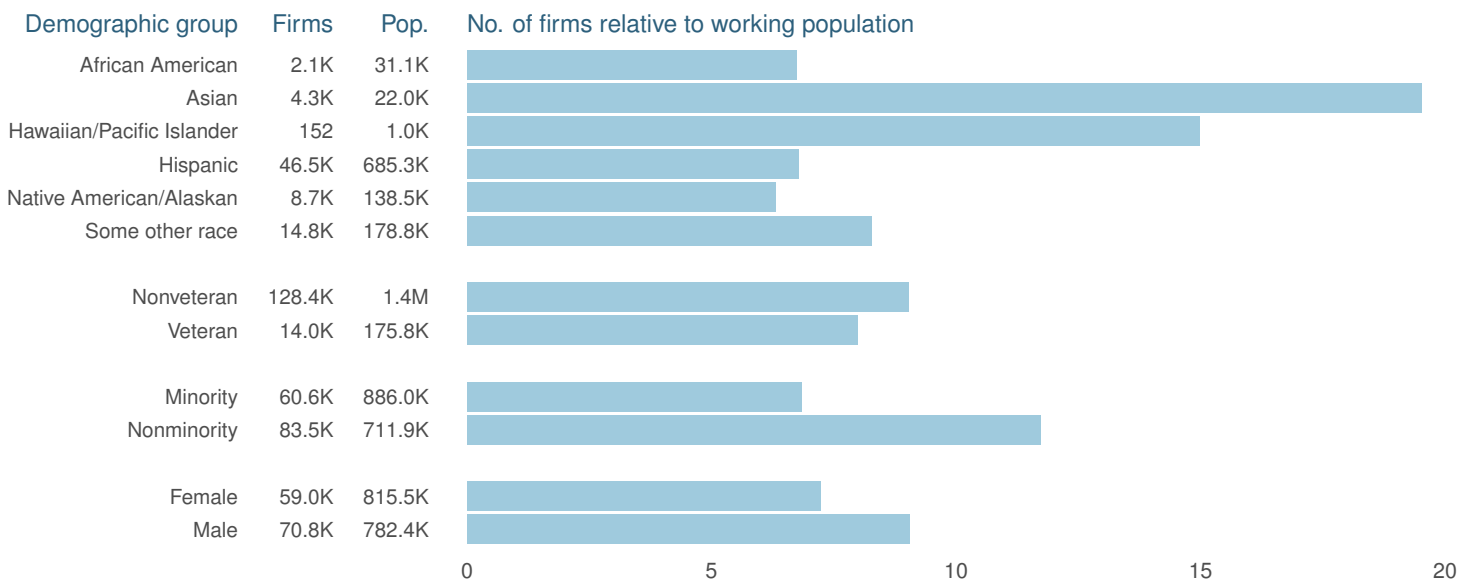
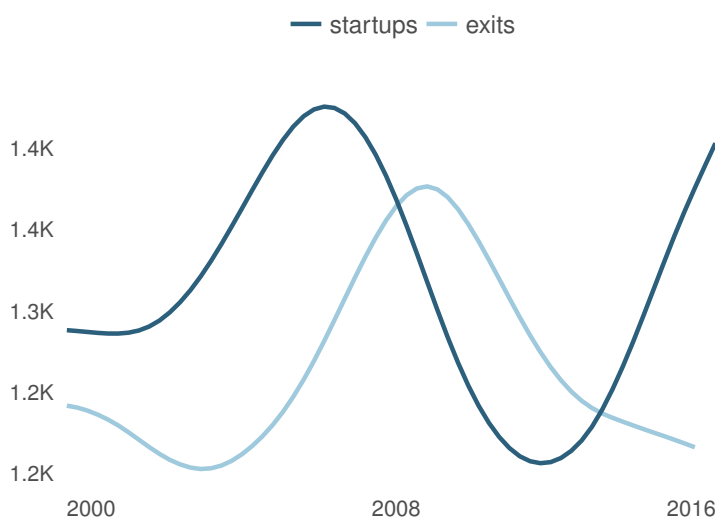


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $59.0K \div 815.5K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: New Mexico Quarterly Startups and Exits



- In the second quarter of 2015, **1,363** establishments started up, generating **5,358** new jobs in New Mexico. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,151** establishments exited resulting in **3,808** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

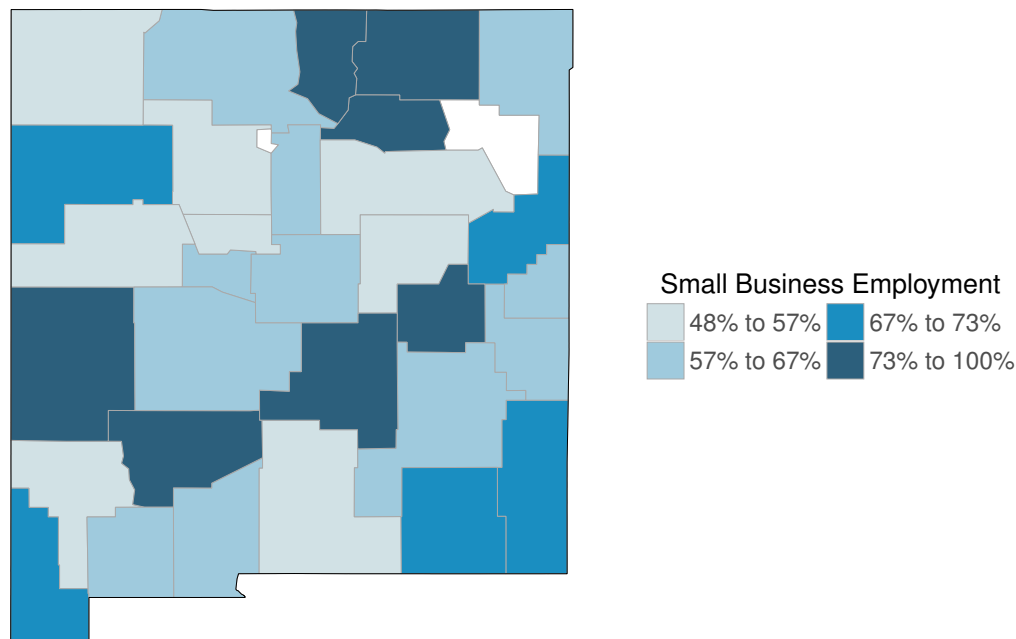
- A total of 1,413 companies exported goods from New Mexico in 2014. Among these, 1,187, or 84.0%, were small firms; they generated 38.9% of New Mexico's \$3.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Mexico Employment by Industry, 2014

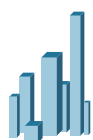
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	57,320	115,814	49%
Accommodation and Food Services	56,839	83,825	68%
Construction	35,934	38,237	94%
Retail Trade	34,258	95,707	36%
Other Services (Except Public Administration)	24,548	26,279	93%
Professional, Scientific, and Technical Services	23,753	46,523	51%
Manufacturing	14,878	26,449	56%
Administrative, Support, and Waste Management	14,757	31,187	47%
Finance and Insurance	11,650	22,586	52%
Wholesale Trade	11,543	21,422	54%
Mining, Quarrying, and Oil and Gas Extraction	10,515	21,717	48%
Transportation and Warehousing	9,761	17,821	55%
Arts, Entertainment, and Recreation	8,548	12,515	68%
Educational Services	8,140	8,941	91%
Real Estate and Rental and Leasing	7,413	10,437	71%
Information	3,803	11,594	33%
Utilities	1,233	4,623	27%
Agriculture, Forestry, and Fishing and Hunting	334	365	92%
Total	336,684	602,632	56%

Figure 4: New Mexico Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: New Mexico Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Professional, Scientific, and Technical Services	4,141	3,824	16,586	20,727
Other Services (Except Public Administration)	3,758	3,479	16,611	20,369
Health Care and Social Assistance	3,848	3,254	11,713	15,561
Construction	4,207	3,794	11,240	15,447
Retail Trade	3,722	3,284	11,189	14,911
Real Estate and Rental and Leasing	1,774	1,672	11,846	13,620
Administrative, Support, and Waste Management	1,509	1,336	9,065	10,574
Arts, Entertainment, and Recreation	638	545	8,715	9,353
Transportation and Warehousing	1,047	900	4,337	5,384
Accommodation and Food Services	2,982	2,102	1,932	4,914
Educational Services	529	431	4,263	4,792
Finance and Insurance	1,334	1,182	3,107	4,441
Wholesale Trade	1,266	991	3,146	4,412
Manufacturing	1,231	1,032	3,087	4,318
Information	368	310	1,653	2,021
Mining, Quarrying, and Oil and Gas Extraction	620	463	1,288	1,908
Agriculture, Forestry, and Fishing and Hunting	83	80	1,455	1,538
Utilities	130	112	110	240
Total	33,146	28,854	121,343	154,489

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

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NEW YORK



2.1 million
99.8%

Small Businesses
of New York Businesses

4.0 million
50.5%

Small Business Employees
of New York Employees



EMPLOYMENT
79,923
net new jobs



DIVERSITY
708,962
minority-owned
businesses



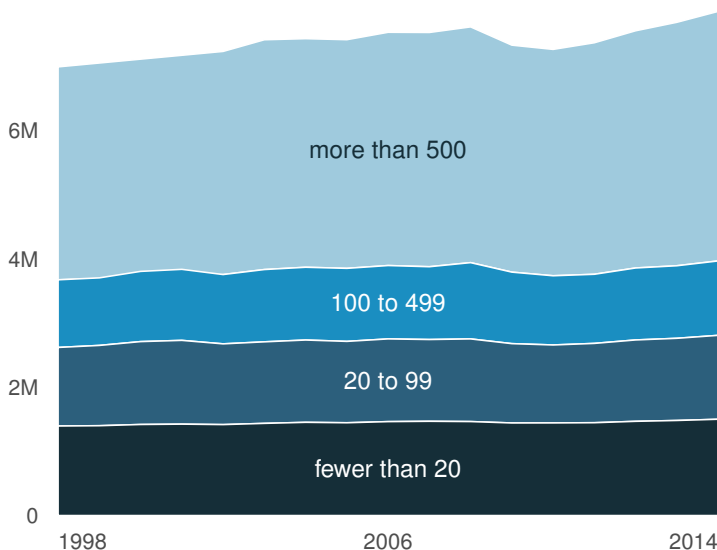
TRADE
94.1%
of New York exporters

OVERALL NEW YORK ECONOMY

- In the second quarter of 2016, New York grew at an annual rate of **0.1%**, which was slower than the overall US growth rate of **1.2%**. New York's 2015 growth rate of **0.9%** was up from the 2014 rate of **0.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.1%**, up from **5.0%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New York Employment by Business Size (Employees)



- New York small businesses employed **4.0 million** people, or **50.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.0%**. This was below the previous year's increase of **1.7%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **79,923** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **14,830** net jobs. The smallest gains were in firms employing 10 to 19 employees, which added **7,565** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **383,030** loans under \$100,000 (valued at **\$5.1 billion**) were issued by New York lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,156** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,148**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: New York Small Business Ownership, 2012

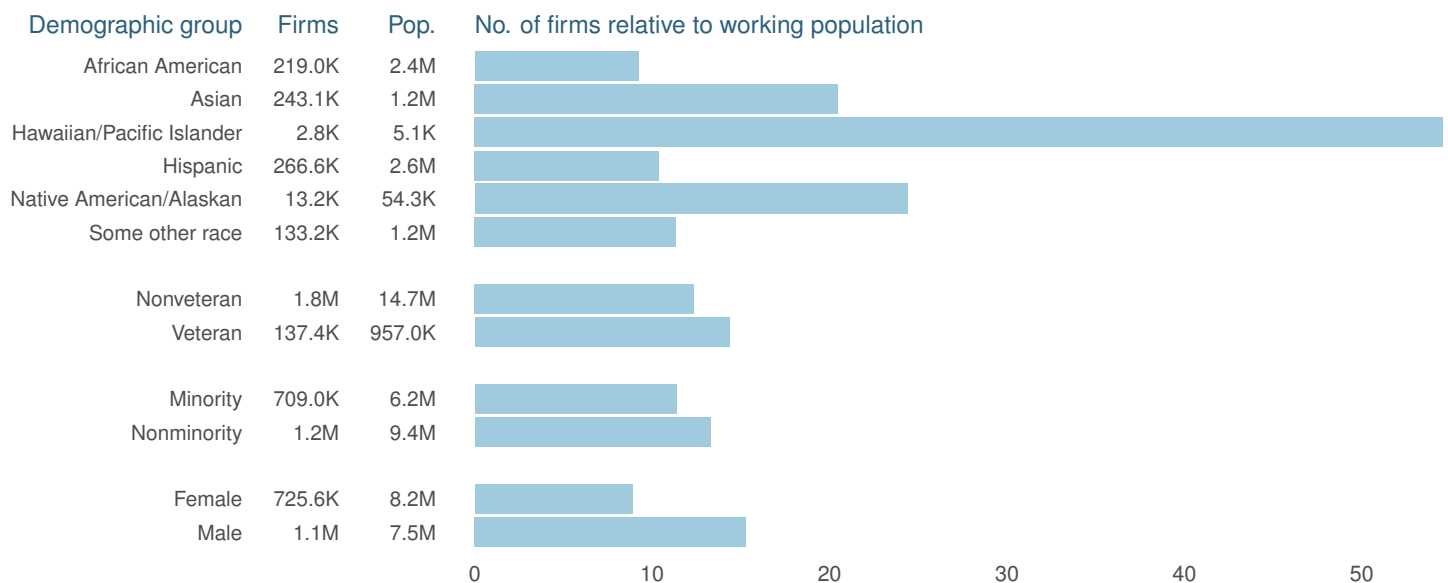
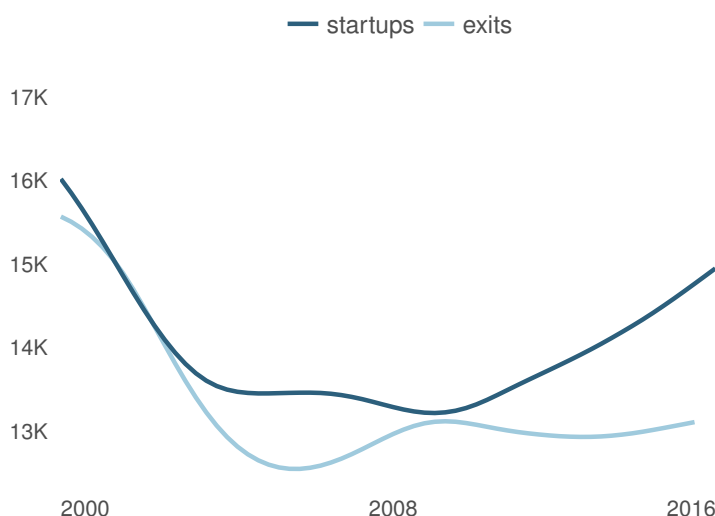


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $725.6K \div 8.2M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: New York Quarterly Startups and Exits



- In the second quarter of 2015, **14,524** establishments started up, generating **53,050** new jobs in New York. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **13,359** establishments exited resulting in **50,603** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 39,941 companies exported goods from New York in 2014. Among these, 37,568, or 94.1%, were small firms; they generated 53.3% of New York's \$74.5 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New York Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	595,741	1,459,585	41%
Accommodation and Food Services	528,266	743,857	71%
Retail Trade	373,222	935,555	40%
Professional, Scientific, and Technical Services	354,138	626,610	57%
Other Services (Except Public Administration)	322,616	374,760	86%
Construction	289,901	317,711	91%
Wholesale Trade	260,341	367,286	71%
Manufacturing	252,020	423,971	59%
Administrative, Support, and Waste Management	239,275	563,149	42%
Finance and Insurance	145,765	536,065	27%
Educational Services	144,264	421,578	34%
Real Estate and Rental and Leasing	139,111	170,676	82%
Arts, Entertainment, and Recreation	105,100	169,901	62%
Transportation and Warehousing	103,386	236,577	44%
Information	81,477	280,497	29%
Mining, Quarrying, and Oil and Gas Extraction	2,699	3,731	72%
Agriculture, Forestry, and Fishing and Hunting	2,567	2,778	92%
Utilities	2,390	39,642	6%
Total	3,968,482	7,858,425	50%

Figure 4: New York Small Business Percent of Employment by County

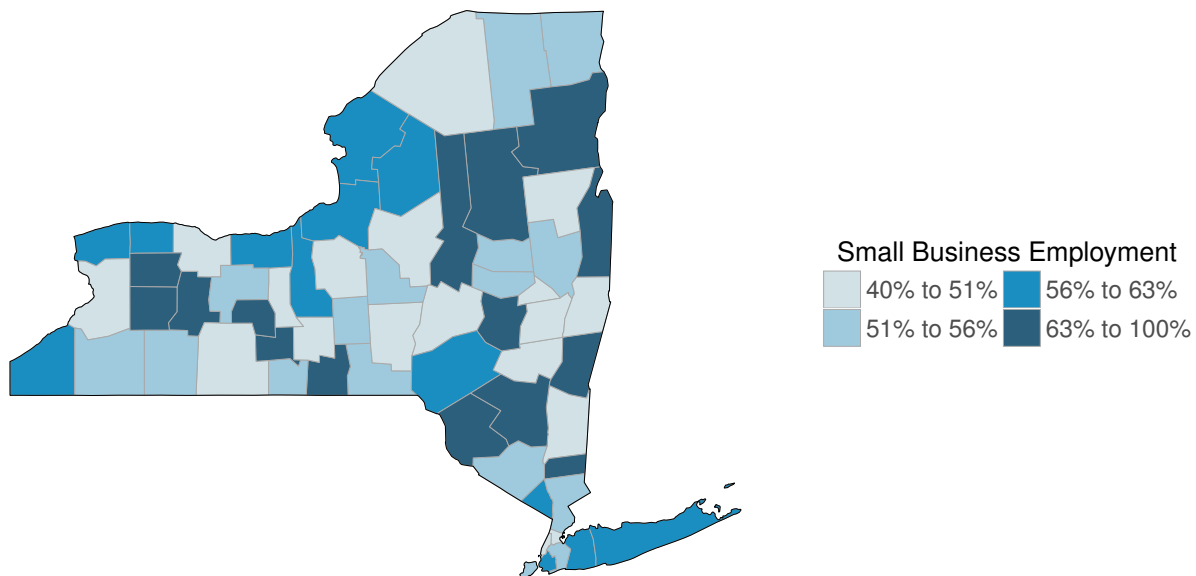







Table 2: New York Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	56,999	53,100	256,610	313,609
Other Services (Except Public Administration)	53,819	50,858	225,603	279,422
Real Estate and Rental and Leasing	29,216	27,888	189,829	219,045
Health Care and Social Assistance	44,146	38,983	172,057	216,203
Construction	46,059	43,104	133,347	179,406
Retail Trade	58,585	54,765	118,191	176,776
Arts, Entertainment, and Recreation	11,259	10,029	130,170	141,429
Administrative, Support, and Waste Management	23,659	21,138	107,414	131,073
Transportation and Warehousing	10,885	9,542	117,551	128,436
Accommodation and Food Services	45,125	38,037	29,854	74,979
Finance and Insurance	15,252	13,621	49,607	64,859
Wholesale Trade	29,036	25,619	34,017	63,053
Educational Services	7,163	5,496	52,274	59,437
Information	7,368	6,307	30,242	37,610
Manufacturing	14,966	11,717	18,603	33,569
Agriculture, Forestry, and Fishing and Hunting	574	556	6,459	7,033
Utilities	173	137	1,567	1,740
Mining, Quarrying, and Oil and Gas Extraction	237	201	902	1,139
Total	454,718	412,283	1,674,297	2,129,015

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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FDIC	Federal Deposit Insurance Corporation
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SMALL BUSINESS PROFILE

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NORTH CAROLINA



871,376
99.6%

Small Businesses
of North Carolina Businesses

1.6 million
44.8%

Small Business Employees
of North Carolina Employees



EMPLOYMENT

34,295
net new jobs



DIVERSITY

183,333
minority-owned
businesses



TRADE

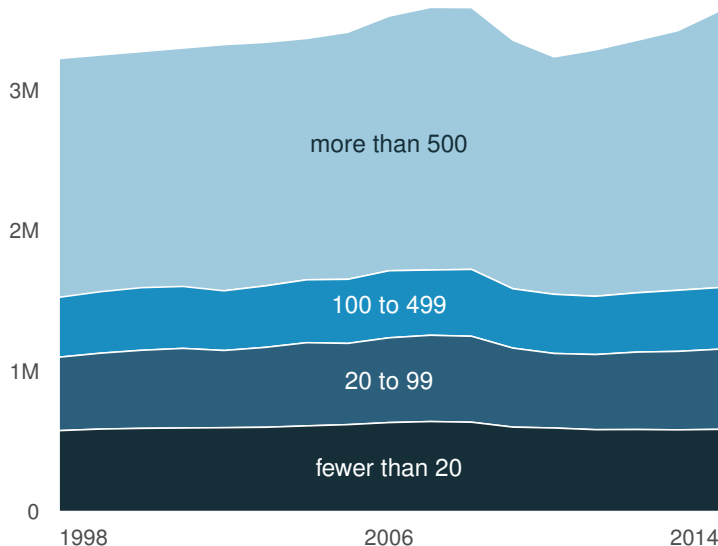
87.7%
of North Carolina
exporters

OVERALL NORTH CAROLINA ECONOMY

- In the second quarter of 2016, North Carolina grew at an annual rate of **1.5%**, which was faster than the overall US growth rate of **1.2%**. North Carolina's 2015 growth rate of **2.0%** was up from the 2014 rate of **1.9%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.0%**, down from **5.6%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: North Carolina Employment by Business Size (Employees)



- North Carolina small businesses employed **1.6 million** people, or **44.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.9%**. This was above the previous year's increase of **2.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,295** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **10,252** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **1,081** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **139,200** loans under \$100,000 (valued at **\$2.2 billion**) were issued by North Carolina lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$43,652** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,813**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: North Carolina Small Business Ownership, 2012

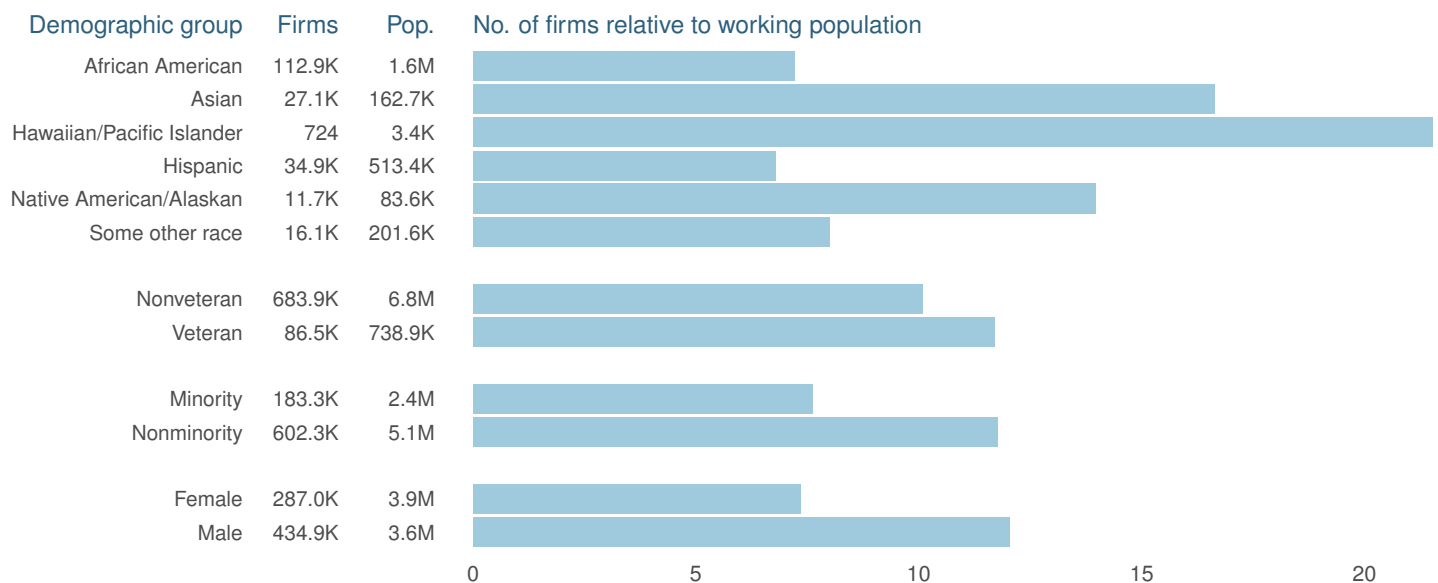
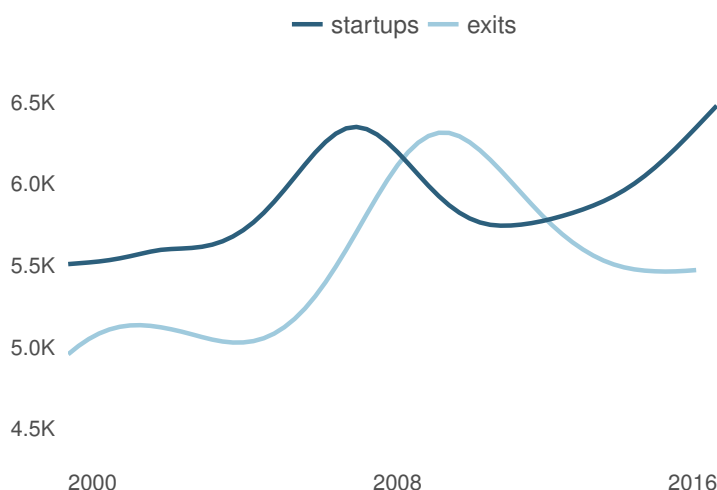


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $287.0K \div 3.9M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: North Carolina Quarterly Startups and Exits



- In the second quarter of 2015, **6,339** establishments started up, generating **24,122** new jobs in North Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **6,606** establishments exited resulting in **24,094** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 10,886 companies exported goods from North Carolina in 2014. Among these, 9,544, or 87.7%, were small firms; they generated 25.8% of North Carolina's \$27.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: North Carolina Employment by Industry, 2014





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	249,974	560,309	45%
Accommodation and Food Services	221,232	379,757	58%
Retail Trade	153,350	469,243	33%
Manufacturing	151,597	408,132	37%
Construction	142,187	167,929	85%
Other Services (Except Public Administration)	133,679	148,355	90%
Professional, Scientific, and Technical Services	117,272	203,500	58%
Administrative, Support, and Waste Management	104,434	355,469	29%
Wholesale Trade	90,319	174,694	52%
Educational Services	39,907	94,867	42%
Finance and Insurance	39,093	172,319	23%
Arts, Entertainment, and Recreation	38,749	60,055	65%
Transportation and Warehousing	35,682	113,804	31%
Real Estate and Rental and Leasing	34,304	51,023	67%
Information	19,426	80,535	24%
Agriculture, Forestry, and Fishing and Hunting	4,282	4,671	92%
Utilities	3,458	19,494	18%
Mining, Quarrying, and Oil and Gas Extraction	1,634	3,233	51%
Total	1,593,376	3,560,448	45%

Figure 4: North Carolina Small Business Percent of Employment by County

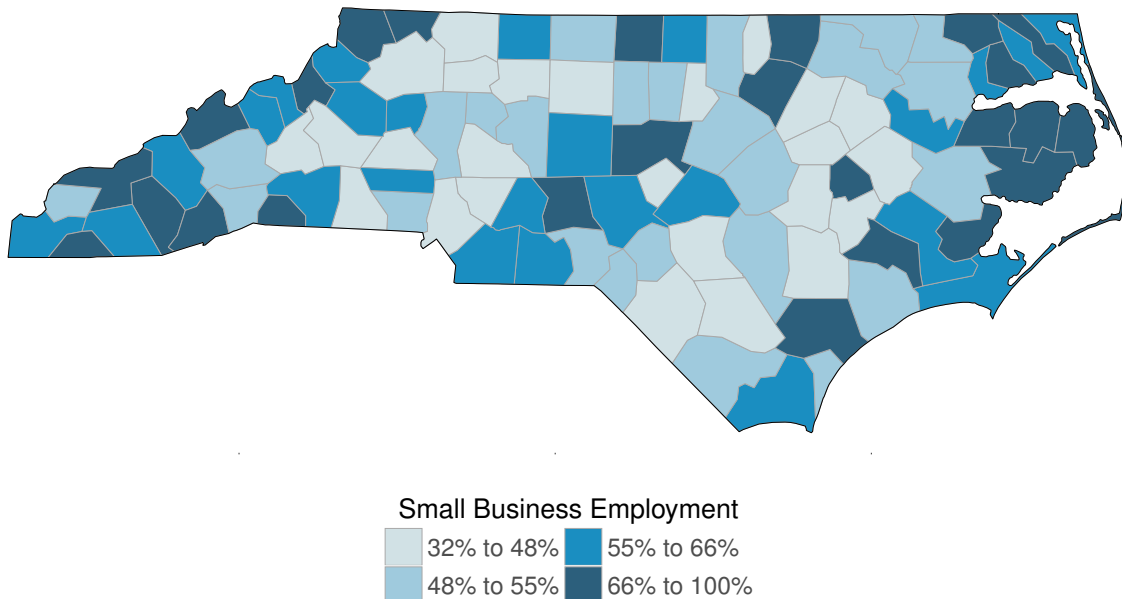
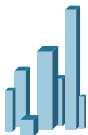






Table 2: North Carolina Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	21,006	19,681	122,411	143,417
Professional, Scientific, and Technical Services	20,995	19,541	87,043	108,038
Construction	20,605	18,991	86,591	107,196
Administrative, Support, and Waste Management	10,045	8,860	72,993	83,038
Real Estate and Rental and Leasing	7,749	7,322	73,557	81,306
Retail Trade	19,329	17,573	59,029	78,358
Health Care and Social Assistance	16,629	13,878	50,028	66,657
Arts, Entertainment, and Recreation	3,299	2,809	36,065	39,364
Transportation and Warehousing	4,354	3,821	29,619	33,973
Finance and Insurance	6,049	5,603	19,726	25,775
Accommodation and Food Services	14,032	10,673	9,457	23,489
Educational Services	2,445	1,979	20,915	23,360
Wholesale Trade	8,588	7,011	11,693	20,281
Manufacturing	7,188	5,216	10,673	17,861
Information	1,625	1,366	8,281	9,906
Agriculture, Forestry, and Fishing and Hunting	769	733	7,665	8,434
Utilities	135	92	628	763
Mining, Quarrying, and Oil and Gas Extraction	99	75	164	263
Total	164,838	145,617	706,538	871,376

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SMALL BUSINESS PROFILE

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NORTH DAKOTA



73,021
98.8%

Small Businesses
of North Dakota Businesses

209,576
58.1%

Small Business Employees
of North Dakota Employees



EMPLOYMENT

10,985
net new jobs



DIVERSITY

3,180
minority-owned
businesses



TRADE

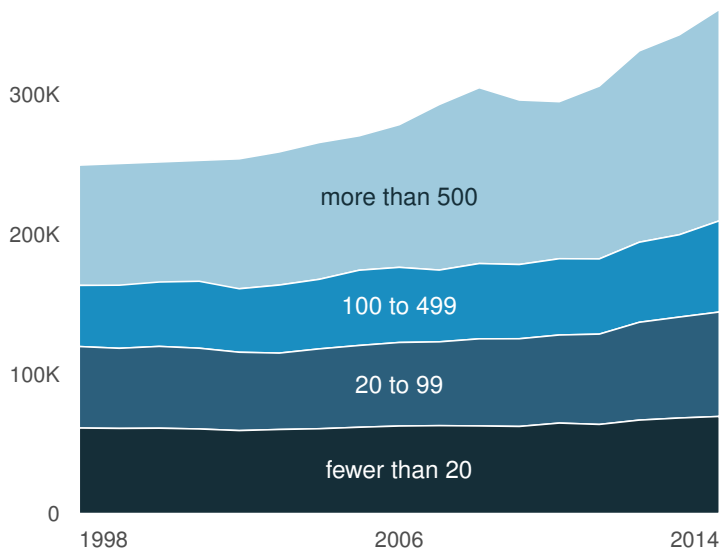
82.3%
of North Dakota
exporters

OVERALL NORTH DAKOTA ECONOMY

- In the second quarter of 2016, North Dakota grew at an annual rate of **-5.6%**, which was slower than the overall US growth rate of **1.2%**. North Dakota's 2015 growth rate of **-2.6%** was down from the 2014 rate of **6.7%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **2.9%**, up from **2.7%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: North Dakota Employment by Business Size (Employees)



- North Dakota small businesses employed **209,576** people, or **58.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.8%**. This was above the previous year's decrease of **1.4%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **10,985** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **3,902** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **442** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **14,604** loans under \$100,000 (valued at **\$241.8 million**) were issued by North Dakota lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,392** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$35,779**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: North Dakota Small Business Ownership, 2012

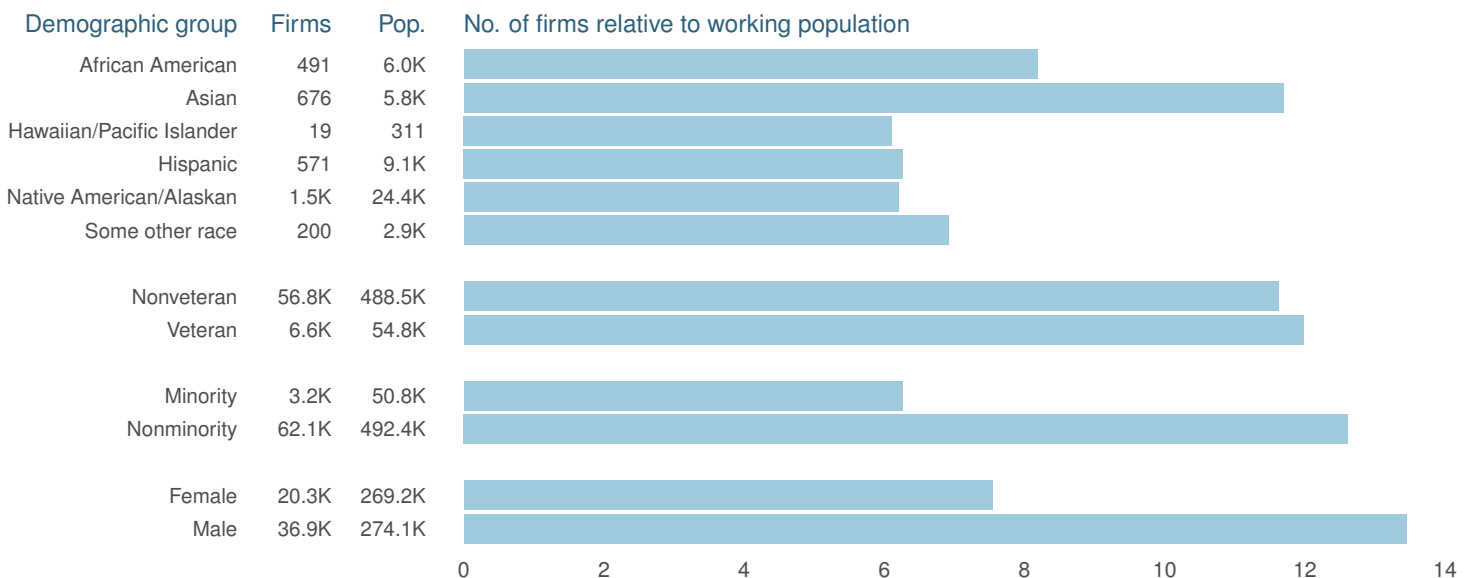
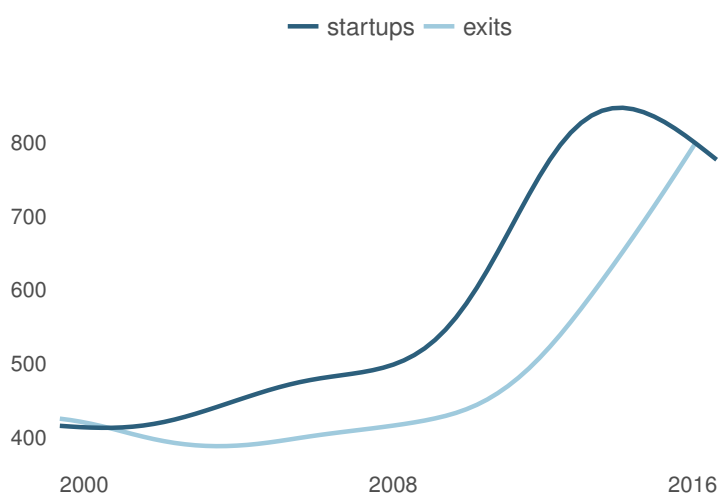


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $20.3K \div 269.2K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: North Dakota Quarterly Startups and Exits



- In the second quarter of 2015, **723** establishments started up, generating **2,771** new jobs in North Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **908** establishments exited resulting in **3,593** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

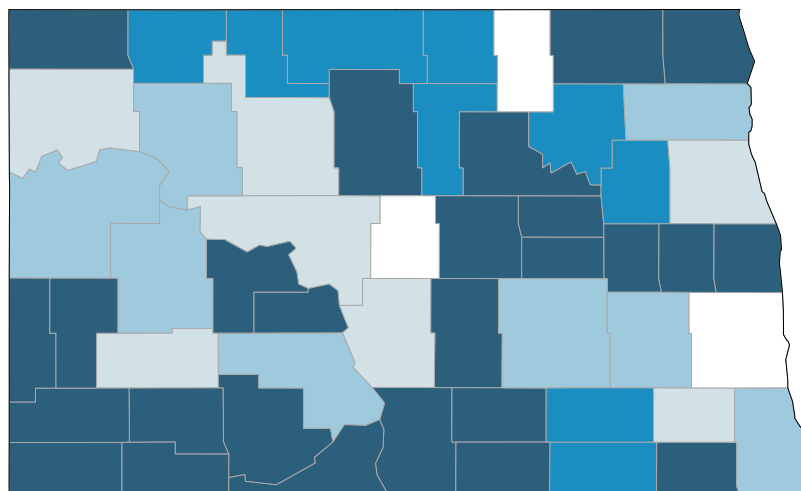
- A total of 1,804 companies exported goods from North Dakota in 2014. Among these, 1,484, or 82.3%, were small firms; they generated 23.4% of North Dakota's \$4.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

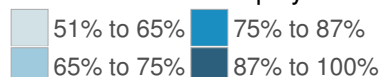
Table 1: North Dakota Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	30,403	38,022	80%
Retail Trade	26,333	51,115	52%
Health Care and Social Assistance	25,893	59,713	43%
Construction	21,175	24,304	87%
Wholesale Trade	14,140	23,754	60%
Other Services (Except Public Administration)	13,144	14,103	93%
Manufacturing	12,017	24,862	48%
Transportation and Warehousing	11,632	19,777	59%
Professional, Scientific, and Technical Services	11,292	15,641	72%
Mining, Quarrying, and Oil and Gas Extraction	8,761	25,691	34%
Finance and Insurance	8,620	17,594	49%
Administrative, Support, and Waste Management	8,220	15,265	54%
Arts, Entertainment, and Recreation	4,450	5,628	79%
Real Estate and Rental and Leasing	4,054	5,501	74%
Educational Services	3,737	4,830	77%
Information	3,270	6,769	48%
Utilities	1,417	s	-
Agriculture, Forestry, and Fishing and Hunting	378	501	75%
Total	209,576	360,970	58%

Figure 4: North Dakota Small Business Percent of Employment by County

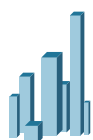


Small Business Employment



SMALL BUSINESSES BY INDUSTRY

Table 2: North Dakota Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	2,387	2,248	7,287	9,674
Construction	3,010	2,789	5,886	8,896
Retail Trade	2,133	1,784	5,930	8,063
Real Estate and Rental and Leasing	883	824	7,083	7,966
Professional, Scientific, and Technical Services	1,623	1,458	5,101	6,724
Health Care and Social Assistance	1,506	1,248	5,126	6,632
Transportation and Warehousing	1,481	1,326	2,981	4,462
Administrative, Support, and Waste Management	915	816	3,373	4,288
Finance and Insurance	997	901	2,464	3,461
Arts, Entertainment, and Recreation	391	336	2,274	2,665
Accommodation and Food Services	1,698	1,254	717	2,415
Wholesale Trade	963	659	726	1,689
Mining, Quarrying, and Oil and Gas Extraction	413	303	1,024	1,437
Agriculture, Forestry, and Fishing and Hunting	110	108	1,311	1,421
Educational Services	136	89	1,176	1,312
Manufacturing	631	474	638	1,269
Information	190	136	426	616
Utilities	43	24	65	108
Total	19,433	16,823	53,588	73,021

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

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OHIO



939,317
99.6%

Small Businesses
of Ohio Businesses

2.1 million
46.0%

Small Business Employees
of Ohio Employees



EMPLOYMENT
29,312
net new jobs



DIVERSITY
122,602
minority-owned
businesses



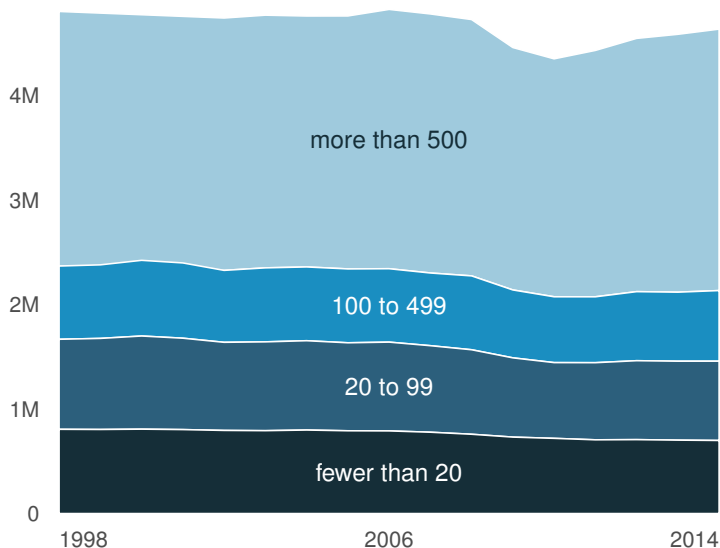
TRADE
89.1%
of Ohio exporters

OVERALL OHIO ECONOMY

- In the second quarter of 2016, Ohio grew at an annual rate of **1.9%**, which was faster than the overall US growth rate of **1.2%**. Ohio's 2015 growth rate of **1.8%** was down from the 2014 rate of **2.6%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.9%**, up from **4.8%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Ohio Employment by Business Size (Employees)



- Ohio small businesses employed **2.1 million** people, or **46.0%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.3%**. This was above the previous year's increase of **0.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **29,312** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **8,923** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **1,624** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **142,036** loans under \$100,000 (valued at **\$2.3 billion**) were issued by Ohio lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$46,149** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,821**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Ohio Small Business Ownership, 2012

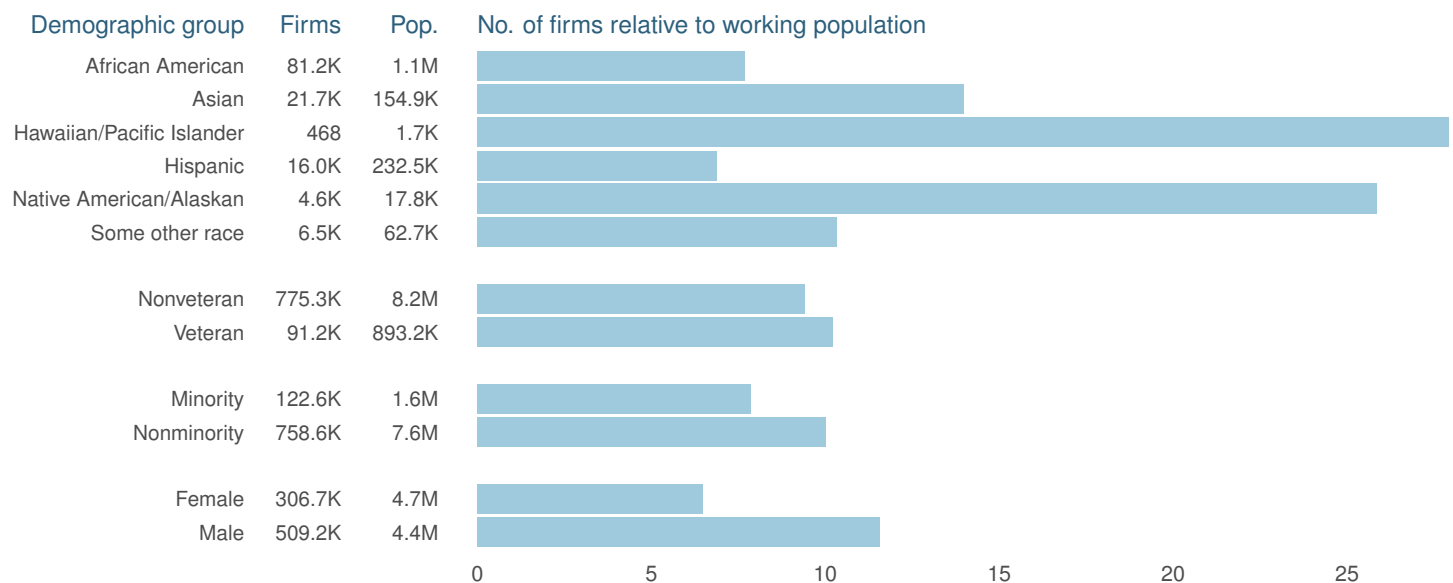
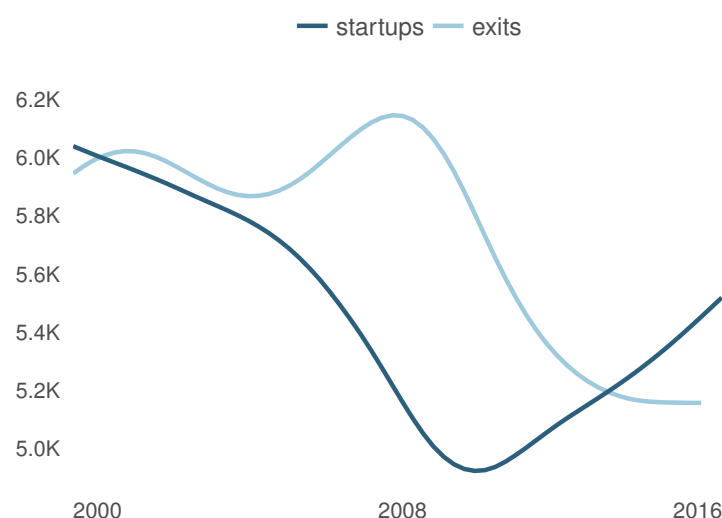


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $306.7K \div 4.7M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Ohio Quarterly Startups and Exits



- In the second quarter of 2015, **5,299** establishments started up, generating **23,315** new jobs in Ohio. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **5,223** establishments exited resulting in **18,195** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 16,651 companies exported goods from Ohio in 2014. Among these, 14,841, or 89.1%, were small firms; they generated 23.7% of Ohio's \$46.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Ohio Employment by Industry, 2014





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	348,896	821,510	42%
Manufacturing	294,400	642,967	46%
Accommodation and Food Services	268,333	454,253	59%
Retail Trade	184,653	560,265	33%
Other Services (Except Public Administration)	174,099	200,893	87%
Professional, Scientific, and Technical Services	155,691	239,703	65%
Construction	144,514	171,719	84%
Wholesale Trade	134,231	231,383	58%
Administrative, Support, and Waste Management	129,500	386,828	33%
Finance and Insurance	58,236	248,251	23%
Transportation and Warehousing	56,446	160,148	35%
Educational Services	54,804	117,751	47%
Arts, Entertainment, and Recreation	43,654	66,373	66%
Real Estate and Rental and Leasing	39,851	62,801	63%
Information	22,867	87,746	26%
Mining, Quarrying, and Oil and Gas Extraction	5,381	11,060	49%
Utilities	2,928	24,334	12%
Agriculture, Forestry, and Fishing and Hunting	1,032	1,193	87%
Total	2,134,290	4,636,844	46%

Figure 4: Ohio Small Business Percent of Employment by County

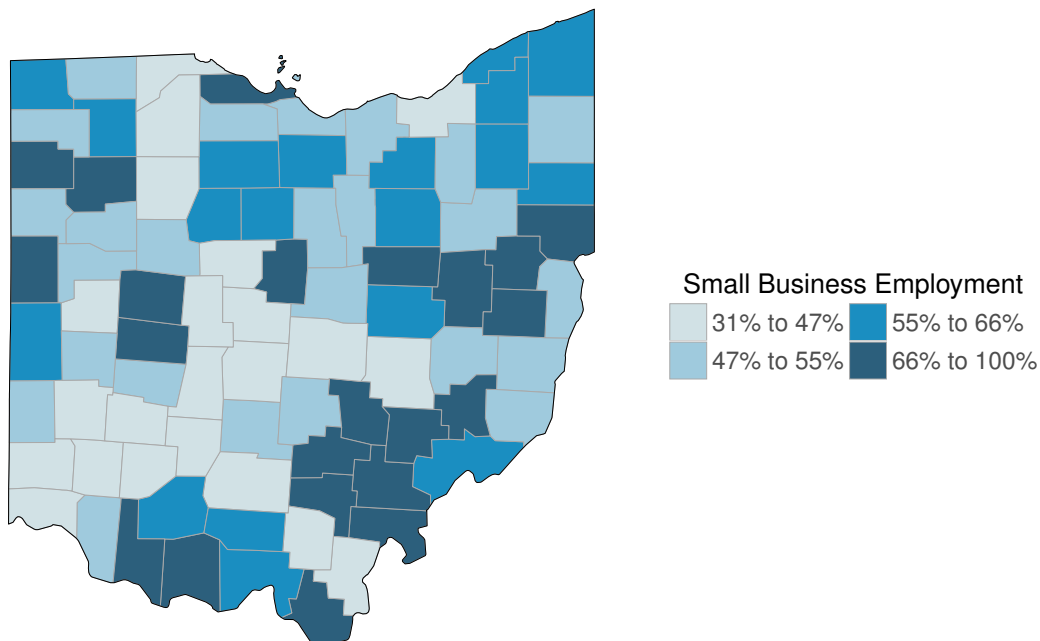
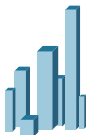






Table 2: Ohio Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	24,445	22,652	109,911	134,356
Professional, Scientific, and Technical Services	21,235	19,353	96,138	117,373
Construction	19,164	17,592	90,660	109,824
Retail Trade	19,728	17,611	67,966	87,694
Real Estate and Rental and Leasing	6,844	6,317	80,470	87,314
Health Care and Social Assistance	19,460	15,901	67,367	86,827
Administrative, Support, and Waste Management	10,777	9,339	65,962	76,739
Transportation and Warehousing	5,382	4,527	38,943	44,325
Arts, Entertainment, and Recreation	3,446	2,910	38,601	42,047
Finance and Insurance	7,814	7,144	22,014	29,828
Accommodation and Food Services	16,528	12,591	10,650	27,178
Educational Services	2,552	1,836	22,865	25,417
Manufacturing	11,949	8,219	13,310	25,259
Wholesale Trade	10,320	8,181	12,821	23,141
Information	1,528	1,206	8,946	10,474
Agriculture, Forestry, and Fishing and Hunting	260	248	6,490	6,750
Mining, Quarrying, and Oil and Gas Extraction	541	467	4,083	4,624
Utilities	145	93	567	712
Total	181,553	156,487	757,764	939,317

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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OKLAHOMA



345,839
99.4%

Small Businesses
of Oklahoma Businesses

709,118
52.1%

Small Business Employees
of Oklahoma Employees



EMPLOYMENT

10,136
net new jobs



DIVERSITY

64,847
minority-owned
businesses



TRADE

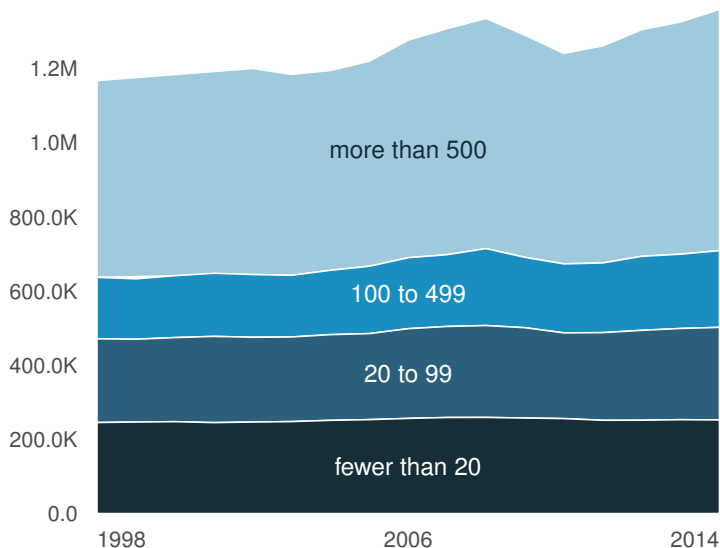
84.5%
of Oklahoma exporters

OVERALL OKLAHOMA ECONOMY

- In the second quarter of 2016, Oklahoma grew at an annual rate of **-2.7%**, which was slower than the overall US growth rate of **1.2%**. Oklahoma's 2015 growth rate of **2.2%** was down from the 2014 rate of **3.9%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.1%**, up from **4.1%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Oklahoma Employment by Business Size (Employees)



- Oklahoma small businesses employed **709,118** people, or **52.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **2.3%**. This was below the previous year's increase of **1.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **10,136** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **3,020** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **134** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **49,945** loans under \$100,000 (valued at **\$734.8 million**) were issued by Oklahoma lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$45,655** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,607**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Oklahoma Small Business Ownership, 2012

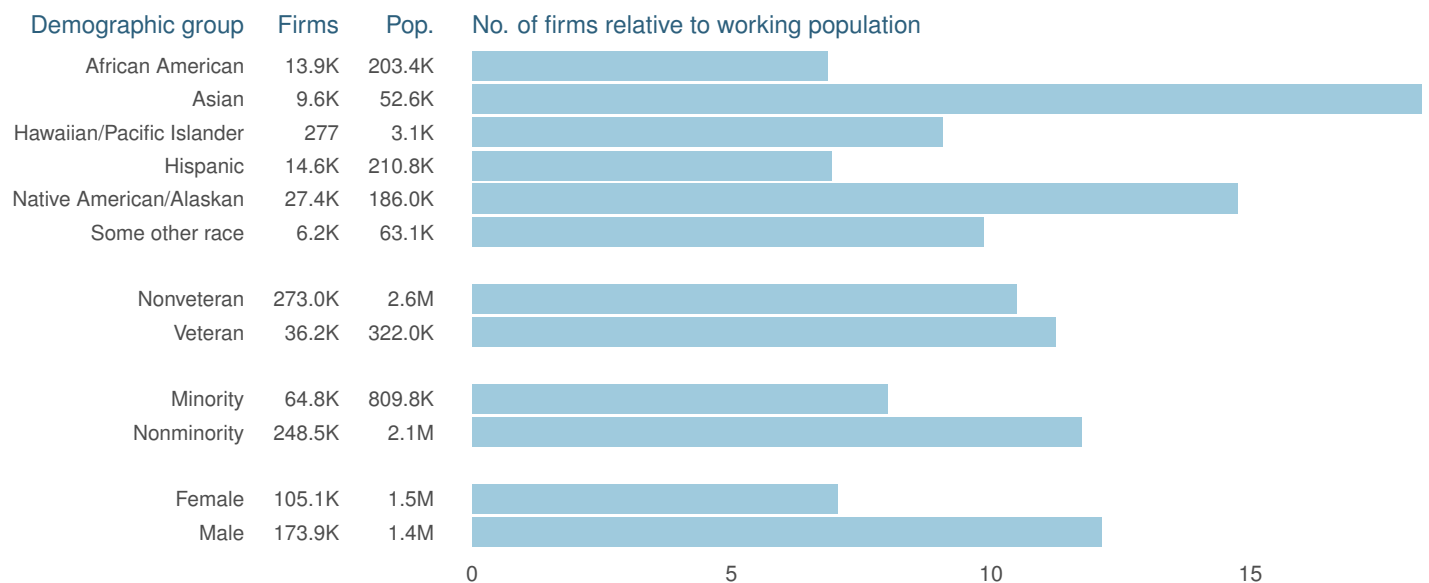
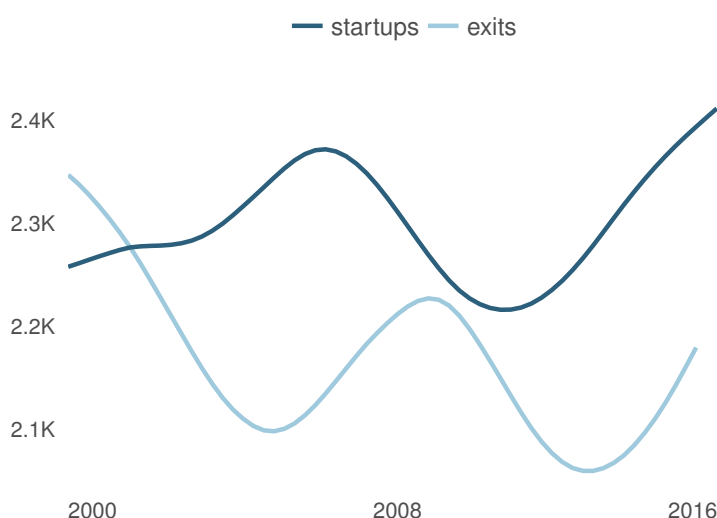


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $105.1K \div 1.5M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Oklahoma Quarterly Startups and Exits



- In the second quarter of 2015, **2,354** establishments started up, generating **9,816** new jobs in Oklahoma. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,545** establishments exited resulting in **9,058** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

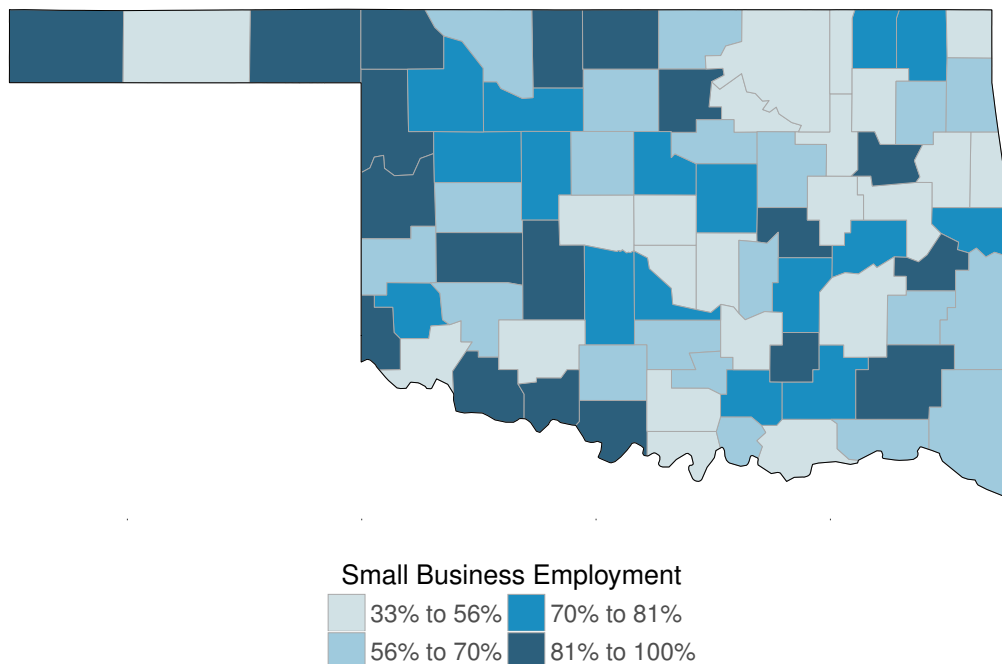
- A total of 3,288 companies exported goods from Oklahoma in 2014. Among these, 2,778, or 84.5%, were small firms; they generated 28.1% of Oklahoma's \$5.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Oklahoma Employment by Industry, 2014






Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	112,829	216,386	52%
Accommodation and Food Services	87,728	145,160	60%
Retail Trade	70,650	180,524	39%
Construction	62,282	69,894	89%
Manufacturing	57,086	136,360	42%
Other Services (Except Public Administration)	57,041	62,414	91%
Professional, Scientific, and Technical Services	50,604	70,078	72%
Administrative, Support, and Waste Management	42,397	103,837	41%
Wholesale Trade	37,882	61,306	62%
Finance and Insurance	29,578	58,121	51%
Mining, Quarrying, and Oil and Gas Extraction	25,187	58,924	43%
Transportation and Warehousing	17,447	48,614	36%
Arts, Entertainment, and Recreation	15,064	27,847	54%
Real Estate and Rental and Leasing	14,958	22,849	65%
Educational Services	11,110	21,669	51%
Information	7,954	29,272	27%
Utilities	3,035	8,240	37%
Agriculture, Forestry, and Fishing and Hunting	826	933	89%
Total	709,118	1,359,851	52%

Figure 4: Oklahoma Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Oklahoma Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	8,242	7,639	45,733	53,975
Construction	8,057	7,370	36,230	44,287
Professional, Scientific, and Technical Services	8,856	8,306	30,051	38,907
Retail Trade	8,028	7,183	25,776	33,804
Administrative, Support, and Waste Management	3,774	3,322	26,212	29,986
Real Estate and Rental and Leasing	3,254	3,068	24,163	27,417
Health Care and Social Assistance	8,164	6,998	17,915	26,079
Mining, Quarrying, and Oil and Gas Extraction	2,777	2,456	15,412	18,189
Transportation and Warehousing	2,039	1,758	11,291	13,330
Arts, Entertainment, and Recreation	965	796	10,894	11,859
Finance and Insurance	3,772	3,430	8,039	11,811
Accommodation and Food Services	5,167	3,864	3,818	8,985
Manufacturing	2,967	2,221	4,197	7,164
Wholesale Trade	3,343	2,602	3,737	7,080
Educational Services	647	528	5,375	6,022
Agriculture, Forestry, and Fishing and Hunting	145	140	3,252	3,397
Information	657	536	2,690	3,347
Utilities	113	70	229	342
Total	70,825	62,398	275,014	345,839

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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OREGON



357,408
99.4%

Small Businesses
of Oregon Businesses

801,666
55.5%

Small Business Employees
of Oregon Employees



EMPLOYMENT
30,356
net new jobs



DIVERSITY
41,440
minority-owned
businesses



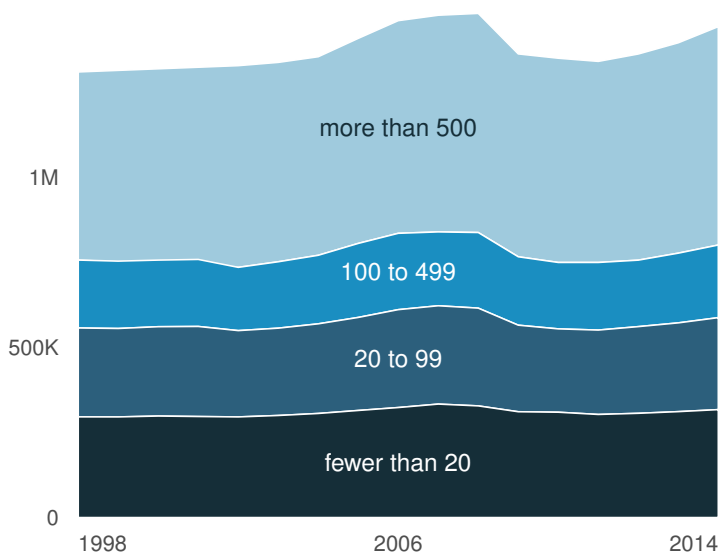
TRADE
88.6%
of Oregon exporters

OVERALL OREGON ECONOMY

- In the second quarter of 2016, Oregon grew at an annual rate of **1.8%**, which was faster than the overall US growth rate of **1.2%**. Oregon's 2015 growth rate of **4.9%** was up from the 2014 rate of **1.3%**. (Source: **BEA**)
- In November 2016, the unemployment rate was **5.0%**, down from **5.5%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: **CPS**)

EMPLOYMENT

Figure 1: Oregon Employment by Business Size (Employees)



- Oregon small businesses employed **801,666** people, or **55.5%** of the private workforce, in 2014. (Source: **SUSB**)
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: **SUSB**)
- During the year ending November 2016, private-sector employment increased **5.0%**. This was above the previous year's increase of **2.9%**. (Source: **CPS**)
- The number of proprietors increased in 2015 by **3.0%** relative to the previous year. (Source: **BEA**)
- Small businesses created **30,356** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **6,695** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **2,916** net jobs. (Source: **BDS**)

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **77,935** loans under \$100,000 (valued at **\$997.5 million**) were issued by Oregon lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,147** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,672**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Oregon Small Business Ownership, 2012

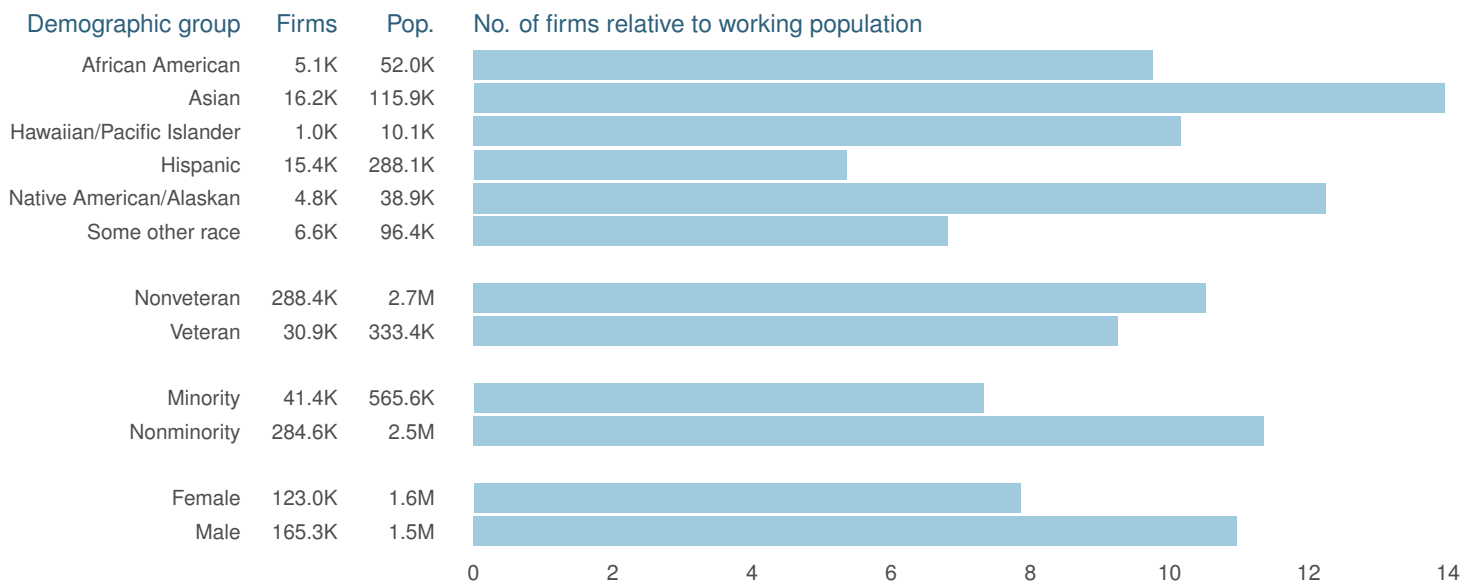
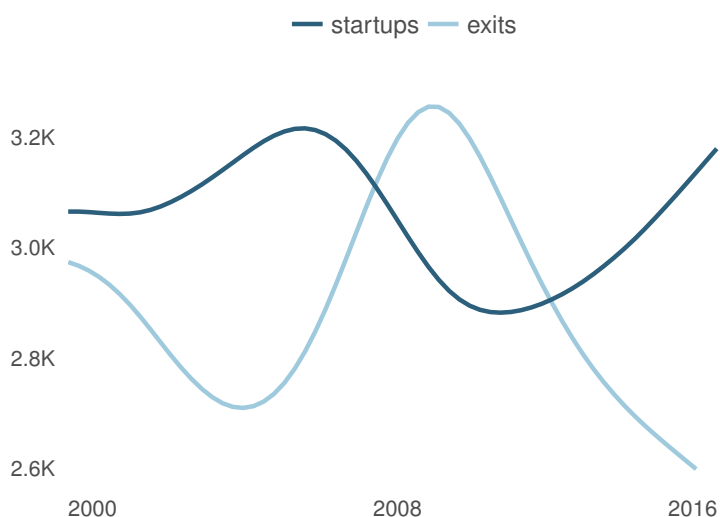


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $123.0K \div 1.6M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Oregon Quarterly Startups and Exits



- In the second quarter of 2015, **2,937** establishments started up, generating **9,605** new jobs in Oregon. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,702** establishments exited resulting in **8,398** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

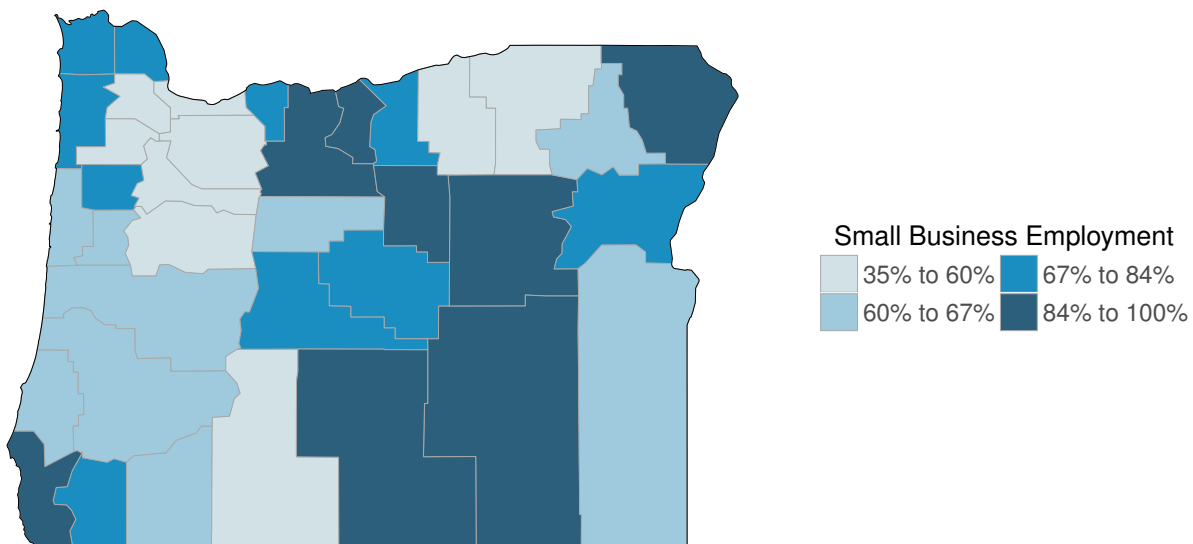
- A total of 6,084 companies exported goods from Oregon in 2014. Among these, 5,390, or 88.6%, were small firms; they generated 30.0% of Oregon's \$19.6 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Oregon Employment by Industry, 2014

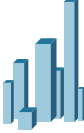




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	116,381	161,421	72%
Health Care and Social Assistance	111,858	227,540	49%
Manufacturing	81,813	161,572	51%
Retail Trade	81,425	196,582	41%
Construction	64,319	76,858	84%
Professional, Scientific, and Technical Services	59,006	85,552	69%
Other Services (Except Public Administration)	57,712	64,647	89%
Administrative, Support, and Waste Management	45,998	92,991	49%
Wholesale Trade	43,913	74,136	59%
Real Estate and Rental and Leasing	21,560	27,472	78%
Finance and Insurance	21,240	60,484	35%
Transportation and Warehousing	21,119	52,165	40%
Educational Services	21,052	35,619	59%
Arts, Entertainment, and Recreation	19,707	25,982	76%
Information	14,487	37,311	39%
Agriculture, Forestry, and Fishing and Hunting	10,835	11,976	90%
Utilities	1,160	7,833	15%
Mining, Quarrying, and Oil and Gas Extraction	774	1,272	61%
Total	801,666	1,444,041	56%

Figure 4: Oregon Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Oregon Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	11,017	10,323	45,950	56,967
Other Services (Except Public Administration)	8,952	8,381	33,468	42,420
Real Estate and Rental and Leasing	4,651	4,395	31,859	36,510
Health Care and Social Assistance	9,781	8,680	24,861	34,642
Retail Trade	8,962	7,987	23,959	32,921
Construction	11,176	10,531	20,591	31,767
Arts, Entertainment, and Recreation	1,635	1,390	20,060	21,695
Administrative, Support, and Waste Management	4,679	4,153	16,965	21,644
Accommodation and Food Services	8,520	6,924	4,220	12,740
Manufacturing	4,737	3,694	7,367	12,104
Transportation and Warehousing	2,407	2,074	9,540	11,947
Educational Services	1,356	1,086	8,216	9,572
Finance and Insurance	3,050	2,797	6,461	9,511
Wholesale Trade	3,975	3,138	4,944	8,919
Agriculture, Forestry, and Fishing and Hunting	1,266	1,107	6,191	7,457
Information	1,175	980	4,893	6,068
Utilities	112	87	191	303
Mining, Quarrying, and Oil and Gas Extraction	105	90	165	270
Total	87,507	78,150	269,901	357,408

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

PENNSYLVANIA



1.0 million
99.6%

Small Businesses
of Pennsylvania Businesses

2.5 million
46.8%

Small Business Employees
of Pennsylvania Employees



EMPLOYMENT

29,846
net new jobs



DIVERSITY

131,462
minority-owned
businesses



TRADE

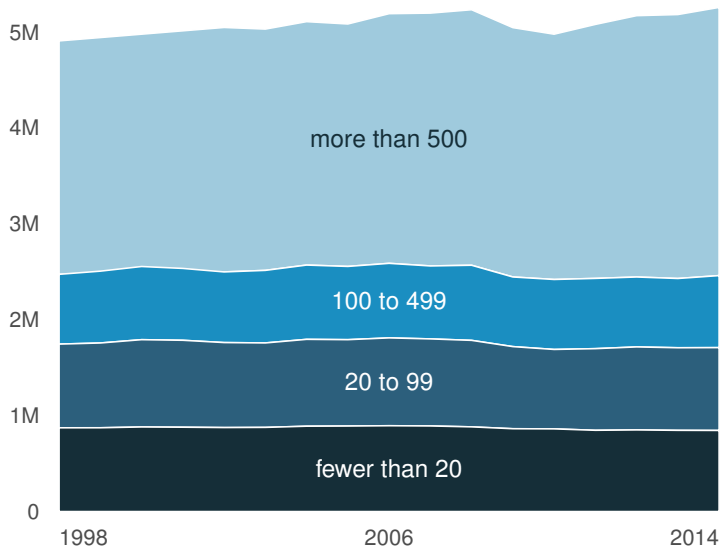
89.1%
of Pennsylvania
exporters

OVERALL PENNSYLVANIA ECONOMY

- In the second quarter of 2016, Pennsylvania grew at an annual rate of **0.5%**, which was slower than the overall US growth rate of **1.2%**. Pennsylvania's 2015 growth rate of **2.8%** was up from the 2014 rate of **1.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.7%**, up from **4.7%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Pennsylvania Employment by Business Size (Employees)



- Pennsylvania small businesses employed **2.5 million** people, or **46.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.4%**. This was below the previous year's increase of **1.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **29,846** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **13,291** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **1,660** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **178,413** loans under \$100,000 (valued at **\$3.1 billion**) were issued by Pennsylvania lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$50,720** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$24,797**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Pennsylvania Small Business Ownership, 2012

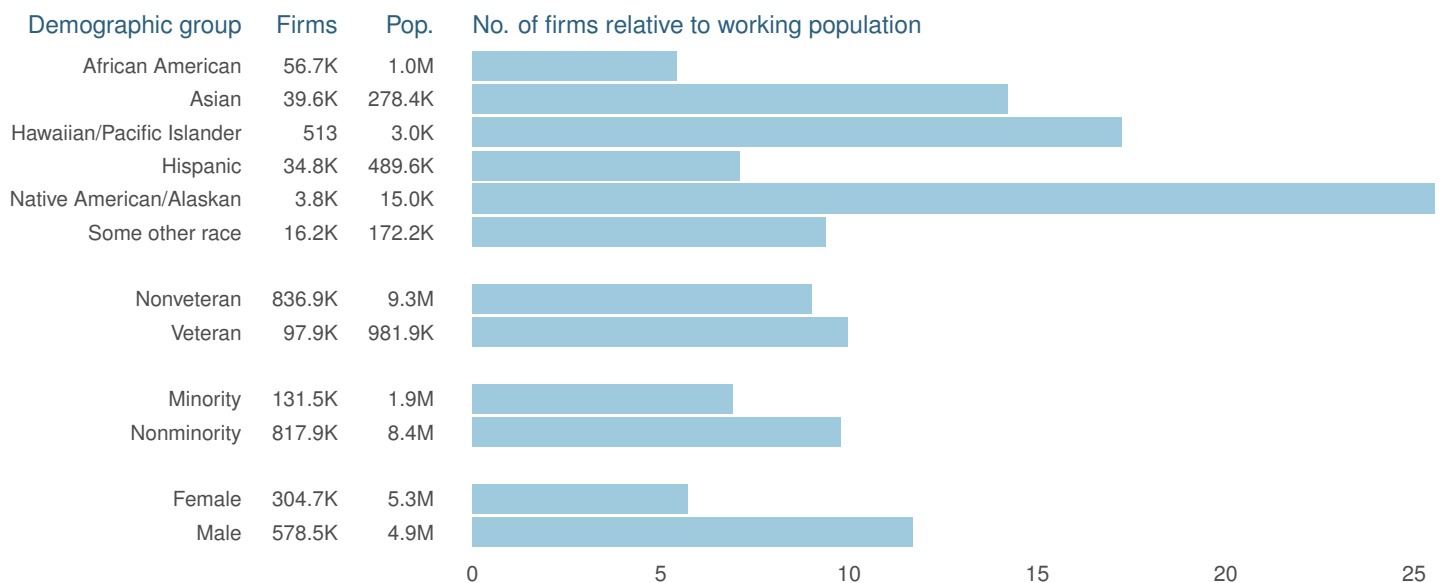
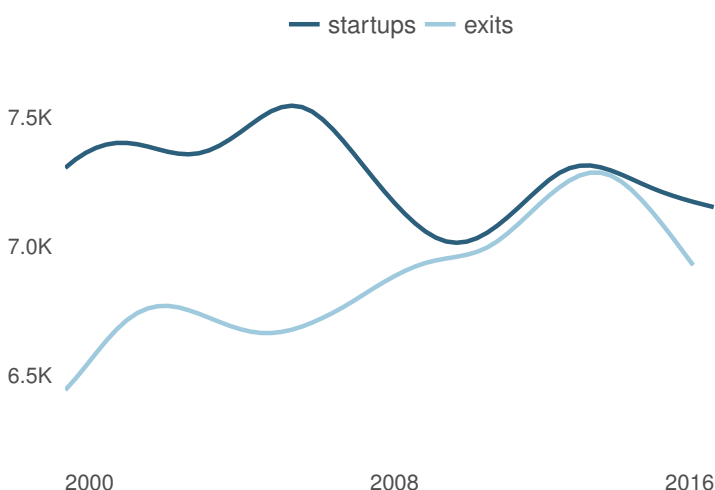


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $304.7K \div 5.3M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Pennsylvania Quarterly Startups and Exits



- In the second quarter of 2015, **6,741** establishments started up, generating **23,946** new jobs in Pennsylvania. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **6,267** establishments exited resulting in **20,448** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 15,758 companies exported goods from Pennsylvania in 2014. Among these, 14,039, or 89.1%, were small firms; they generated 32.2% of Pennsylvania's \$36.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Pennsylvania Employment by Industry, 2014





			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	395,440	973,465	41%
Accommodation and Food Services	284,087	451,608	63%
Manufacturing	264,437	548,672	48%
Retail Trade	248,690	660,341	38%
Other Services (Except Public Administration)	217,189	240,676	90%
Professional, Scientific, and Technical Services	195,174	321,707	61%
Construction	182,826	220,397	83%
Wholesale Trade	140,132	247,762	57%
Administrative, Support, and Waste Management	138,439	317,760	44%
Transportation and Warehousing	77,459	212,457	36%
Finance and Insurance	75,037	266,219	28%
Educational Services	72,580	261,755	28%
Arts, Entertainment, and Recreation	55,571	103,847	54%
Real Estate and Rental and Leasing	44,428	61,466	72%
Information	31,642	117,903	27%
Mining, Quarrying, and Oil and Gas Extraction	12,114	32,193	38%
Agriculture, Forestry, and Fishing and Hunting	2,414	2,432	99%
Utilities	2,364	29,456	8%
Total	2,459,725	5,255,409	47%

Figure 4: Pennsylvania Small Business Percent of Employment by County

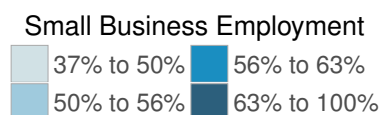
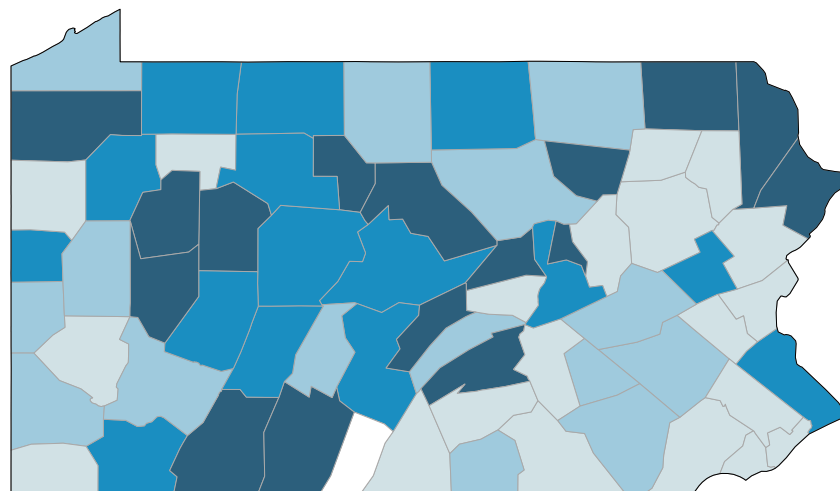
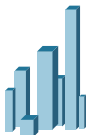






Table 2: Pennsylvania Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	26,560	24,174	117,598	144,158
Other Services (Except Public Administration)	33,421	31,362	109,368	142,789
Construction	25,823	23,894	92,987	118,810
Retail Trade	25,516	22,638	78,791	104,307
Real Estate and Rental and Leasing	6,848	6,281	85,909	92,757
Health Care and Social Assistance	23,498	19,556	63,370	86,868
Administrative, Support, and Waste Management	12,601	11,061	55,694	68,295
Arts, Entertainment, and Recreation	4,202	3,508	45,181	49,383
Transportation and Warehousing	6,553	5,435	35,241	41,794
Accommodation and Food Services	22,361	18,380	12,748	35,109
Finance and Insurance	8,805	7,980	25,718	34,523
Educational Services	3,173	2,272	26,637	29,810
Manufacturing	11,763	8,308	14,185	25,948
Wholesale Trade	11,203	8,952	14,132	25,335
Information	2,224	1,766	10,387	12,611
Agriculture, Forestry, and Fishing and Hunting	475	452	7,539	8,014
Mining, Quarrying, and Oil and Gas Extraction	801	640	3,324	4,125
Utilities	159	116	854	1,013
Total	225,382	197,078	799,663	1,025,045

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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SMALL BUSINESS PROFILE

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RHODE ISLAND



98,134
98.9%

Small Businesses
of Rhode Island Businesses

225,671
53.5%

Small Business Employees
of Rhode Island Employees



EMPLOYMENT

2,958
net new jobs



DIVERSITY

14,729
minority-owned
businesses



TRADE

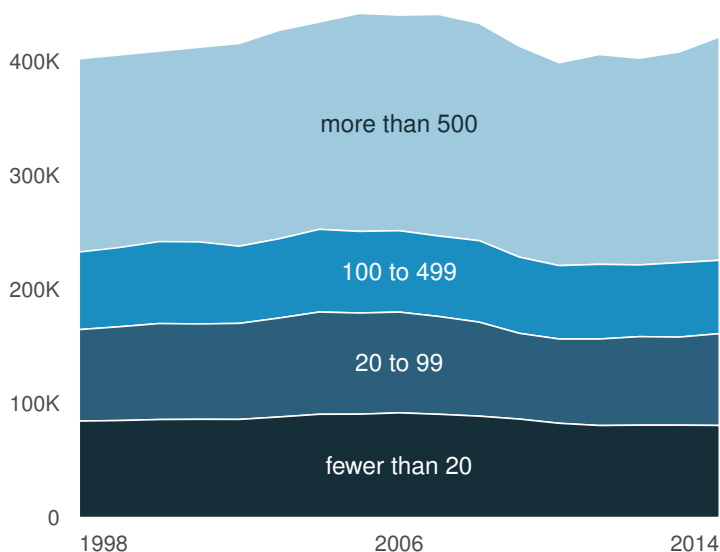
88.2%
of Rhode Island
exporters

OVERALL RHODE ISLAND ECONOMY

- In the second quarter of 2016, Rhode Island grew at an annual rate of **0.2%**, which was slower than the overall US growth rate of **1.2%**. Rhode Island's 2015 growth rate of **1.4%** was up from the 2014 rate of **1.0%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.3%**, down from **5.4%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Rhode Island Employment by Business Size (Employees)



- Rhode Island small businesses employed **225,671** people, or **53.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.8%**. This was below the previous year's increase of **1.0%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,958** net jobs in 2014. Among the seven BDS size-classes, firms employing 50 to 99 employees experienced the largest gains, adding **1,017** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **308** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **15,478** loans under \$100,000 (valued at **\$224.4 million**) were issued by Rhode Island lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,431** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$26,331**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Rhode Island Small Business Ownership, 2012

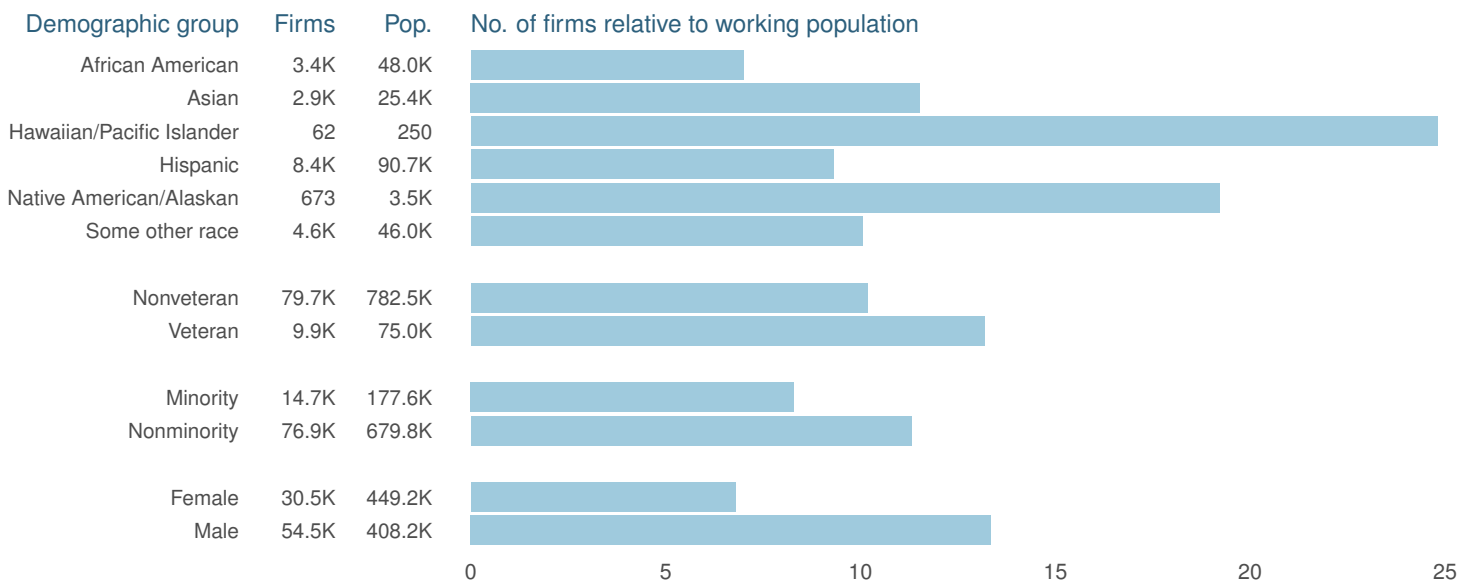
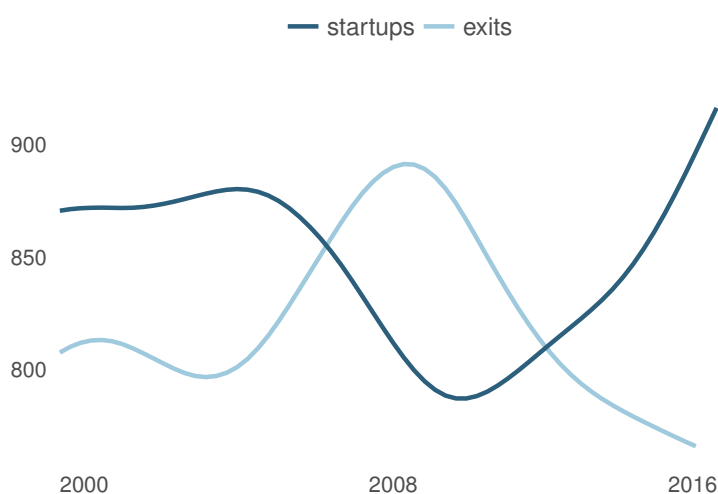


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $30.5K \div 449.2K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Rhode Island Quarterly Startups and Exits



- In the second quarter of 2015, **937** establishments started up, generating **2,438** new jobs in Rhode Island. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **837** establishments exited resulting in **2,336** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

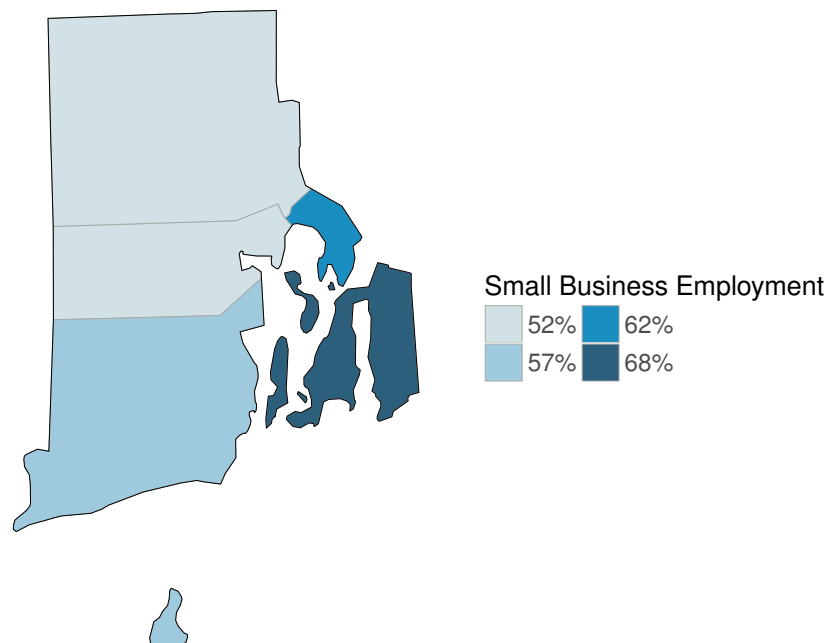
- A total of 1,849 companies exported goods from Rhode Island in 2014. Among these, 1,631, or 88.2%, were small firms; they generated 61.0% of Rhode Island's \$2.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Rhode Island Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	44,690	86,190	52%
Accommodation and Food Services	33,149	46,134	72%
Manufacturing	26,521	39,275	68%
Retail Trade	18,626	48,991	38%
Professional, Scientific, and Technical Services	15,834	22,380	71%
Other Services (Except Public Administration)	15,143	16,906	90%
Construction	14,919	15,915	94%
Administrative, Support, and Waste Management	12,548	22,039	57%
Wholesale Trade	11,758	20,454	57%
Finance and Insurance	6,962	26,751	26%
Educational Services	6,605	30,177	22%
Arts, Entertainment, and Recreation	5,896	10,503	56%
Transportation and Warehousing	4,632	10,159	46%
Real Estate and Rental and Leasing	4,063	5,390	75%
Information	2,565	7,458	34%
Agriculture, Forestry, and Fishing and Hunting	133	133	100%
Mining, Quarrying, and Oil and Gas Extraction	112	151	74%
Utilities	s	1,066	-
Total	225,671	421,578	54%

Figure 4: Rhode Island Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Rhode Island Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Professional, Scientific, and Technical Services	2,744	2,531	11,838	14,582
Other Services (Except Public Administration)	2,686	2,539	11,351	14,037
Construction	2,938	2,800	8,439	11,377
Real Estate and Rental and Leasing	840	776	9,493	10,333
Retail Trade	2,568	2,336	5,536	8,104
Health Care and Social Assistance	2,314	1,896	5,678	7,992
Administrative, Support, and Waste Management	1,502	1,355	5,477	6,979
Arts, Entertainment, and Recreation	472	393	4,745	5,217
Accommodation and Food Services	2,536	1,998	993	3,529
Educational Services	375	278	2,661	3,036
Transportation and Warehousing	519	458	2,380	2,899
Finance and Insurance	668	583	2,008	2,676
Manufacturing	1,343	995	1,177	2,520
Wholesale Trade	1,093	864	1,215	2,308
Agriculture, Forestry, and Fishing and Hunting	39	37	1,177	1,216
Information	235	193	941	1,176
Utilities	13	12	106	119
Mining, Quarrying, and Oil and Gas Extraction	18	17	8	26
Total	22,911	20,116	75,223	98,134

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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SOUTH CAROLINA



395,068
99.4%

Small Businesses
of South Carolina Businesses

758,318
46.9%

Small Business Employees
of South Carolina Employees



EMPLOYMENT

17,129
net new jobs



DIVERSITY

83,201
minority-owned
businesses



TRADE

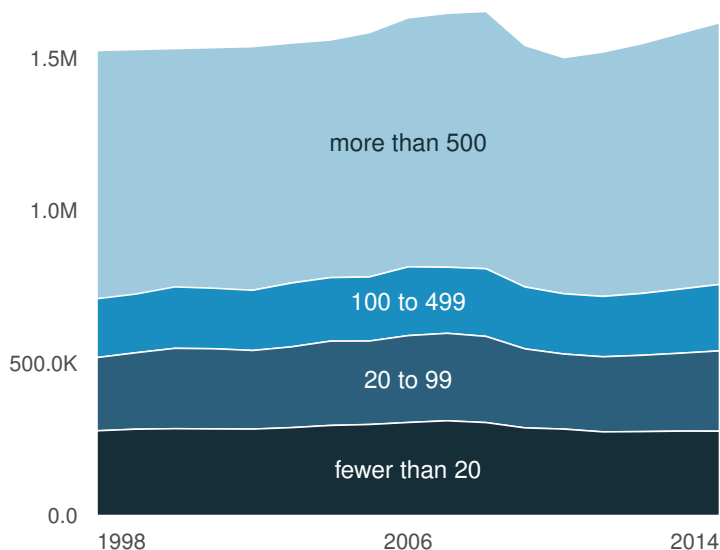
85.0%
of South Carolina
exporters

OVERALL SOUTH CAROLINA ECONOMY

- In the second quarter of 2016, South Carolina grew at an annual rate of **1.4%**, which was faster than the overall US growth rate of **1.2%**. South Carolina's 2015 growth rate of **2.5%** was down from the 2014 rate of **2.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.4%**, down from **5.5%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: South Carolina Employment by Business Size (Employees)



- South Carolina small businesses employed **758,318** people, or **46.9%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.0%**. This was above the previous year's increase of **2.2%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **17,129** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **4,682** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **917** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **57,877** loans under \$100,000 (valued at **\$850.3 million**) were issued by South Carolina lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,489** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$20,499**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: South Carolina Small Business Ownership, 2012

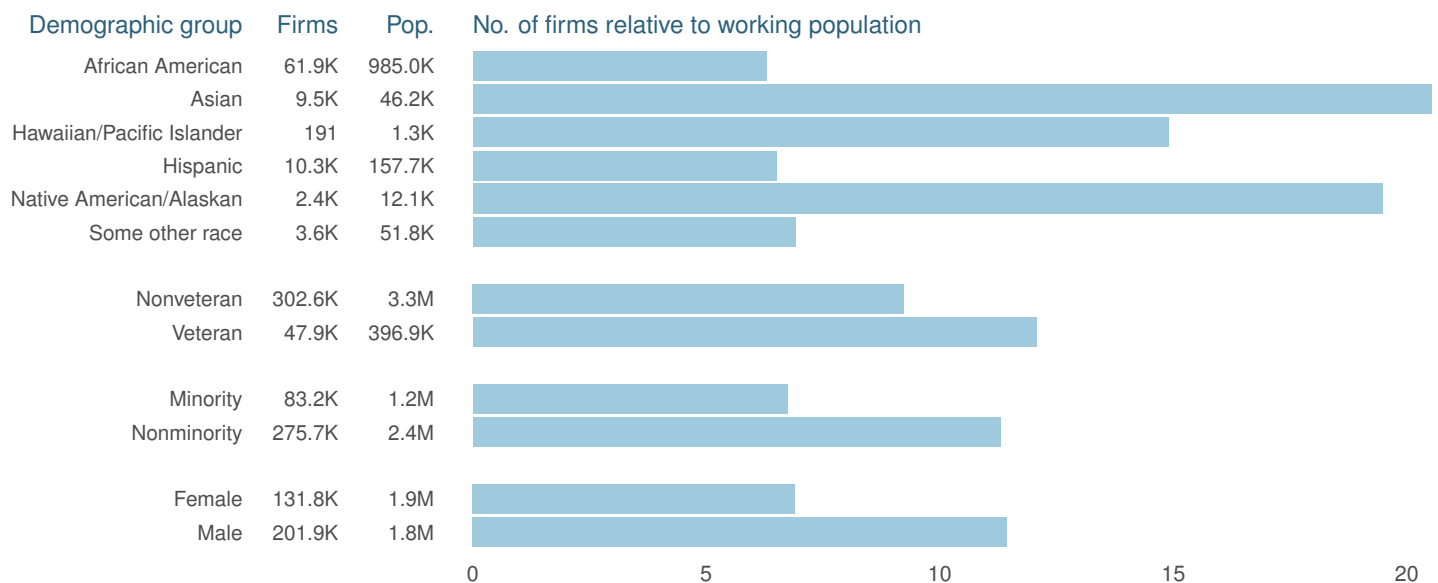
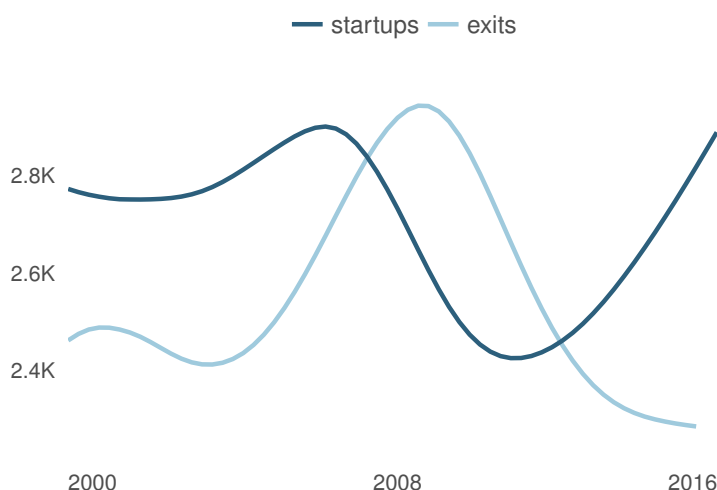


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $131.8K \div 1.9M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: South Carolina Quarterly Startups and Exits



- In the second quarter of 2015, **3,017** establishments started up, generating **10,742** new jobs in South Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,561** establishments exited resulting in **7,630** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 6,162 companies exported goods from South Carolina in 2014. Among these, 5,240, or 85.0%, were small firms; they generated 12.1% of South Carolina's \$28.2 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: South Carolina Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	127,034	199,513	64%
Health Care and Social Assistance	101,213	221,357	46%
Manufacturing	73,209	219,826	33%
Retail Trade	73,155	229,453	32%
Other Services (Except Public Administration)	70,718	79,912	88%
Construction	60,777	71,095	85%
Administrative, Support, and Waste Management	53,304	163,188	33%
Professional, Scientific, and Technical Services	51,796	83,937	62%
Wholesale Trade	36,593	69,177	53%
Finance and Insurance	21,693	67,780	32%
Arts, Entertainment, and Recreation	20,481	25,057	82%
Real Estate and Rental and Leasing	17,323	23,974	72%
Educational Services	16,776	30,913	54%
Transportation and Warehousing	16,584	55,369	30%
Information	6,769	34,371	20%
Agriculture, Forestry, and Fishing and Hunting	3,573	3,785	94%
Utilities	2,561	12,123	21%
Mining, Quarrying, and Oil and Gas Extraction	470	1,032	46%
Total	758,318	1,617,249	47%

Figure 4: South Carolina Small Business Percent of Employment by County

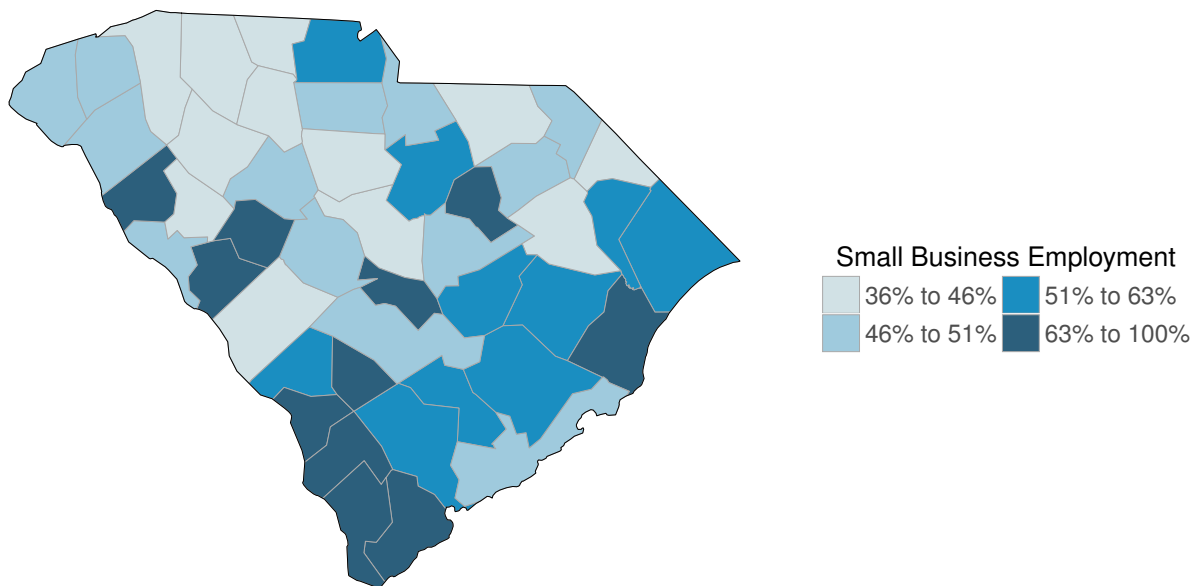
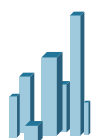


Table 2: South Carolina Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Other Services (Except Public Administration)	10,407	9,664	58,971	69,378
Professional, Scientific, and Technical Services	8,884	8,255	36,293	45,177
Construction	8,662	7,979	35,738	44,400
Real Estate and Rental and Leasing	3,793	3,565	35,851	39,644
Administrative, Support, and Waste Management	4,661	4,109	34,114	38,775
Retail Trade	10,052	9,200	27,450	37,502
Health Care and Social Assistance	7,345	6,240	22,828	30,173
Arts, Entertainment, and Recreation	1,420	1,154	15,269	16,689
Transportation and Warehousing	1,862	1,575	13,251	15,113
Accommodation and Food Services	7,154	5,315	5,554	12,708
Finance and Insurance	3,015	2,775	9,659	12,674
Educational Services	1,037	832	8,238	9,275
Wholesale Trade	3,578	2,873	5,324	8,902
Manufacturing	3,013	2,118	4,189	7,202
Information	566	463	3,414	3,980
Agriculture, Forestry, and Fishing and Hunting	490	448	2,564	3,054
Utilities	79	47	249	328
Mining, Quarrying, and Oil and Gas Extraction	46	38	90	136
Total	76,022	66,811	319,046	395,068

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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SOUTH DAKOTA



84,440
99.0%

Small Businesses
of South Dakota Businesses

207,088
59.5%

Small Business Employees
of South Dakota Employees



EMPLOYMENT

5,431
net new jobs



DIVERSITY

4,096
minority-owned
businesses



TRADE

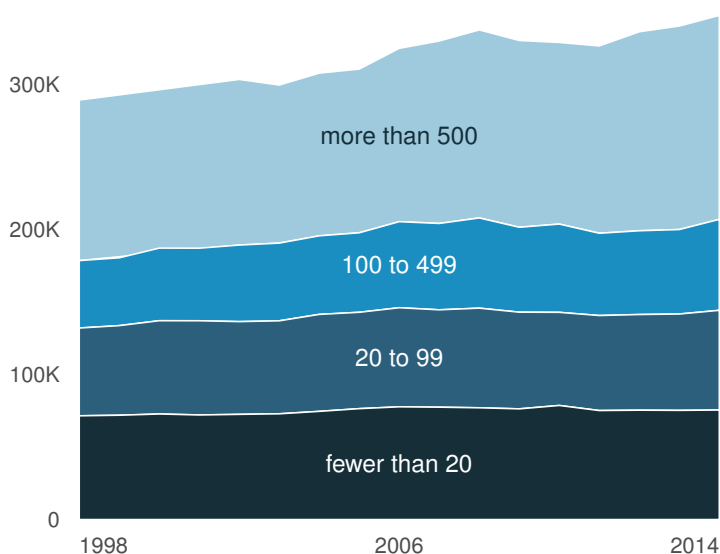
74.8%
of South Dakota
exporters

OVERALL SOUTH DAKOTA ECONOMY

- In the second quarter of 2016, South Dakota grew at an annual rate of **-1.0%**, which was slower than the overall US growth rate of **1.2%**. South Dakota's 2015 growth rate of **2.6%** was up from the 2014 rate of **0.7%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **2.7%**, down from **2.9%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: South Dakota Employment by Business Size (Employees)



- South Dakota small businesses employed **207,088** people, or **59.5%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.9%**. This was below the previous year's increase of **1.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,431** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **2,496** net jobs. The largest losses were in firms employing 250 to 499 employees, which lost **169** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **14,222** loans under \$100,000 (valued at **\$256.4 million**) were issued by South Dakota lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$43,594** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$31,236**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: South Dakota Small Business Ownership, 2012

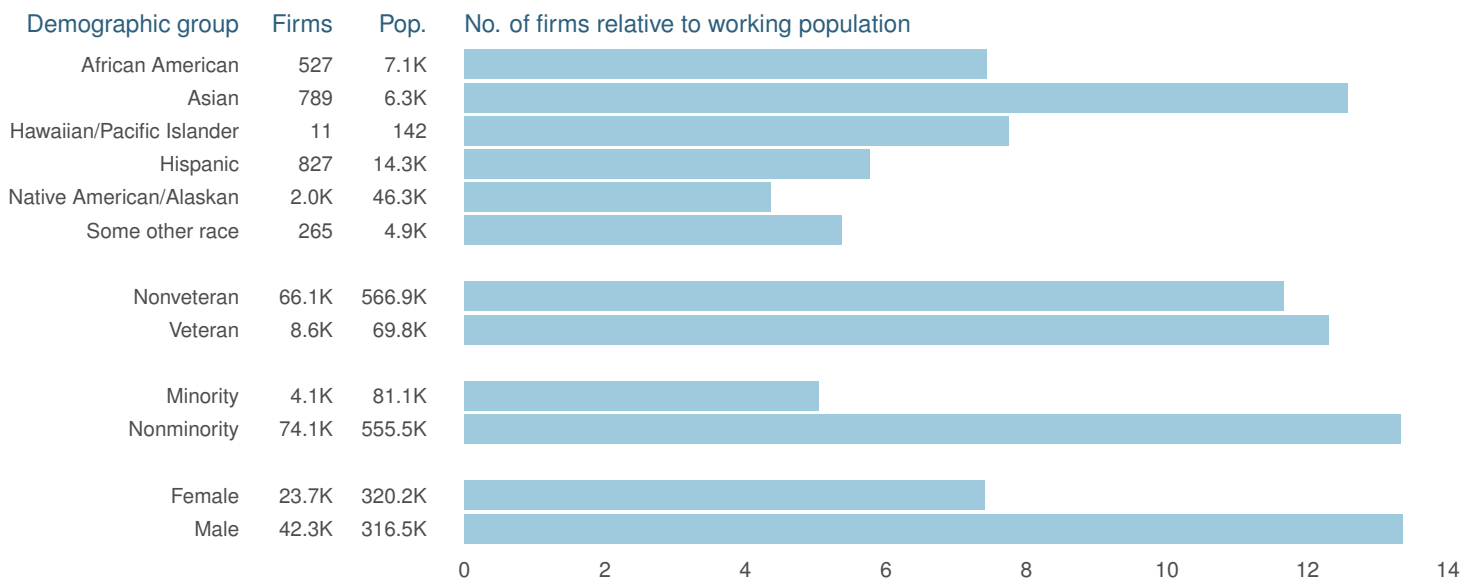
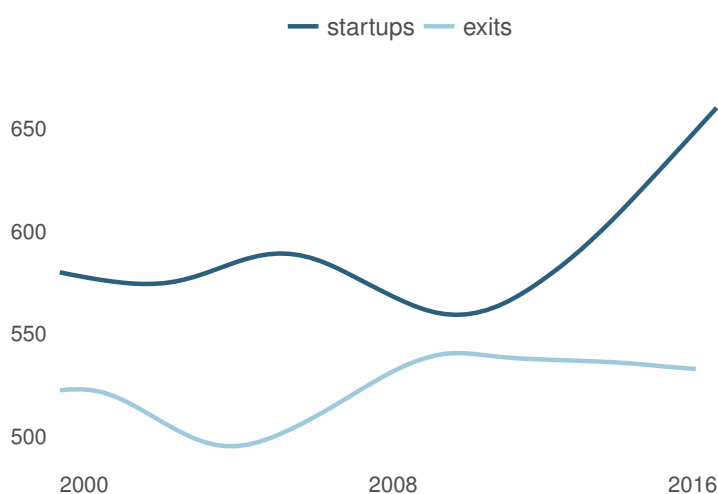


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $23.7K \div 320.2K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: South Dakota Quarterly Startups and Exits



- In the second quarter of 2015, **643** establishments started up, generating **2,009** new jobs in South Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **528** establishments exited resulting in **1,470** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

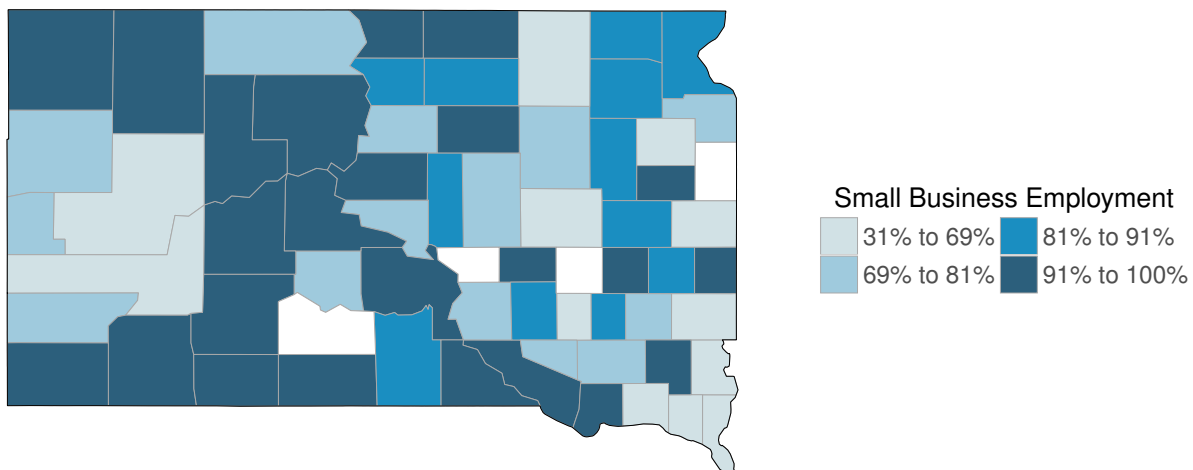
- A total of 982 companies exported goods from South Dakota in 2014. Among these, 735, or 74.8%, were small firms; they generated 32.2% of South Dakota's \$1.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: South Dakota Employment by Industry, 2014

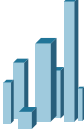




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	31,472	40,067	79%
Health Care and Social Assistance	30,170	65,356	46%
Retail Trade	26,875	52,061	52%
Manufacturing	19,289	44,065	44%
Construction	17,809	18,263	98%
Other Services (Except Public Administration)	14,124	14,546	97%
Wholesale Trade	12,869	18,469	70%
Finance and Insurance	9,805	26,365	37%
Professional, Scientific, and Technical Services	9,546	11,805	81%
Transportation and Warehousing	6,708	10,457	64%
Administrative, Support, and Waste Management	6,513	10,787	60%
Arts, Entertainment, and Recreation	5,653	6,190	91%
Educational Services	5,581	7,724	72%
Information	3,840	6,917	56%
Real Estate and Rental and Leasing	3,336	3,834	87%
Utilities	1,123	2,246	50%
Mining, Quarrying, and Oil and Gas Extraction	858	1,172	73%
Agriculture, Forestry, and Fishing and Hunting	377	385	98%
Total	207,088	347,819	60%

Figure 4: South Dakota Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: South Dakota Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	2,618	2,477	8,978	11,596
Construction	3,228	3,050	7,416	10,644
Retail Trade	2,699	2,367	7,695	10,394
Real Estate and Rental and Leasing	846	796	7,994	8,840
Professional, Scientific, and Technical Services	1,725	1,615	6,058	7,783
Health Care and Social Assistance	1,726	1,426	4,869	6,595
Administrative, Support, and Waste Management	955	873	3,742	4,697
Finance and Insurance	1,127	1,025	2,921	4,048
Transportation and Warehousing	1,034	937	3,010	4,044
Arts, Entertainment, and Recreation	627	561	3,379	4,006
Accommodation and Food Services	2,004	1,554	968	2,972
Agriculture, Forestry, and Fishing and Hunting	133	130	2,161	2,294
Manufacturing	858	630	1,006	1,864
Wholesale Trade	960	676	890	1,850
Educational Services	211	153	1,538	1,749
Information	271	212	599	870
Mining, Quarrying, and Oil and Gas Extraction	48	38	88	136
Utilities	58	33	72	130
Total	21,056	18,584	63,384	84,440

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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SMALL BUSINESS PROFILE

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TENNESSEE



580,453
99.5%

Small Businesses
of Tennessee Businesses

1.1 million
42.9%

Small Business Employees
of Tennessee Employees



EMPLOYMENT
25,067
net new jobs



DIVERSITY
105,187
minority-owned
businesses



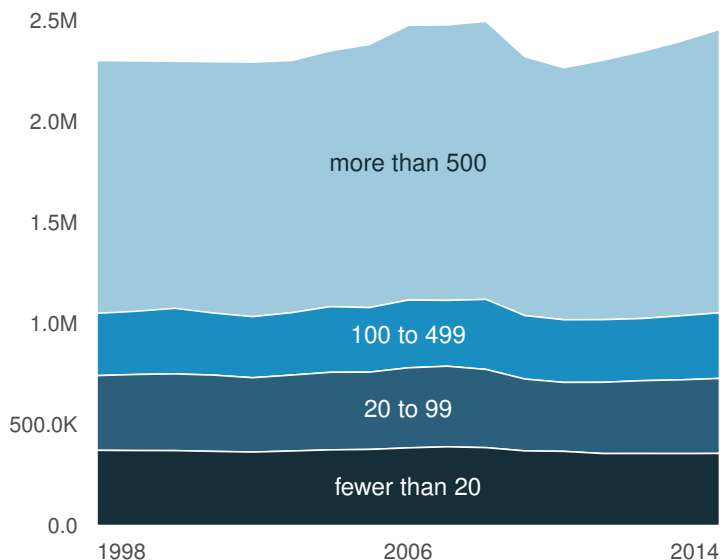
TRADE
83.1%
of Tennessee exporters

OVERALL TENNESSEE ECONOMY

- In the second quarter of 2016, Tennessee grew at an annual rate of **1.7%**, which was faster than the overall US growth rate of **1.2%**. Tennessee's 2015 growth rate of **2.7%** was up from the 2014 rate of **1.7%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.8%**, down from **5.6%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Tennessee Employment by Business Size (Employees)



- Tennessee small businesses employed **1.1 million** people, or **42.9%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **5.0%**. This was above the previous year's increase of **1.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **25,067** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **7,267** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **278** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **69,897** loans under \$100,000 (valued at **\$960.4 million**) were issued by Tennessee lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$50,778** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,410**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Tennessee Small Business Ownership, 2012

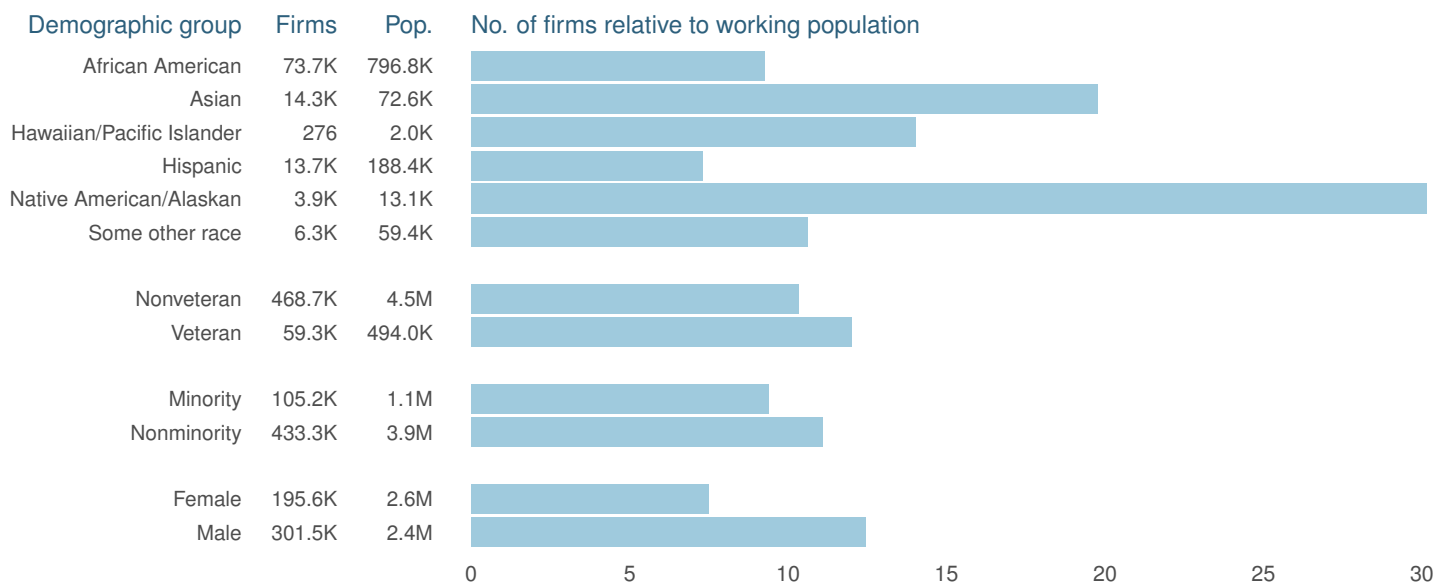
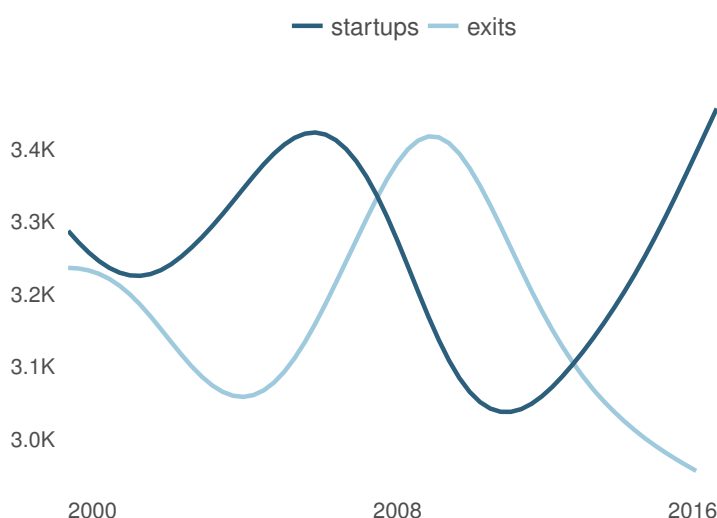


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $195.6K \div 2.6M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Tennessee Quarterly Startups and Exits



- In the second quarter of 2015, **3,424** establishments started up, generating **14,071** new jobs in Tennessee. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,194** establishments exited resulting in **11,826** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

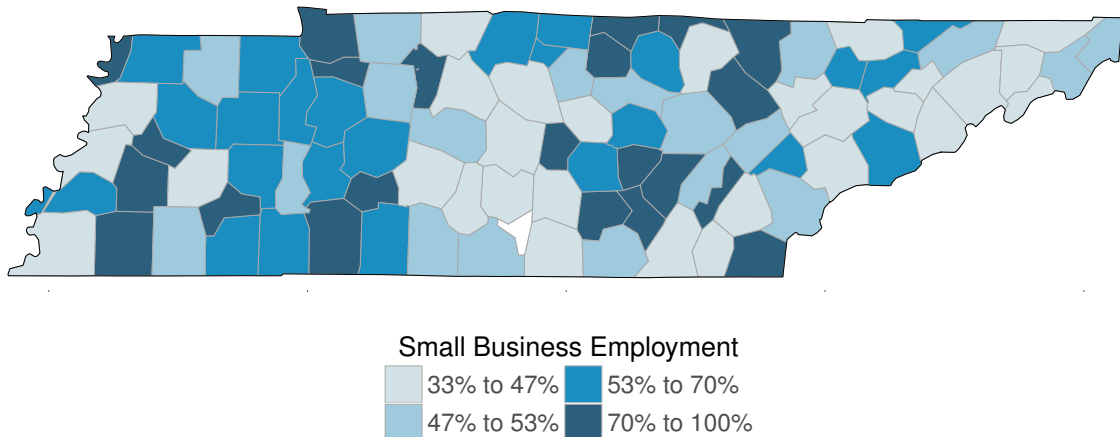
- A total of 7,326 companies exported goods from Tennessee in 2014. Among these, 6,091, or 83.1%, were small firms; they generated 15.9% of Tennessee's \$31.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Tennessee Employment by Industry, 2014

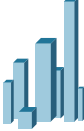




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	157,468	391,560	40%
Accommodation and Food Services	139,559	257,733	54%
Retail Trade	105,170	316,203	33%
Manufacturing	101,927	308,546	33%
Other Services (Except Public Administration)	94,276	107,552	88%
Construction	83,123	102,065	81%
Administrative, Support, and Waste Management	68,643	237,740	29%
Professional, Scientific, and Technical Services	67,282	116,294	58%
Wholesale Trade	60,878	113,776	54%
Finance and Insurance	40,546	110,664	37%
Transportation and Warehousing	31,660	129,497	24%
Educational Services	27,811	58,354	48%
Arts, Entertainment, and Recreation	24,140	33,244	73%
Real Estate and Rental and Leasing	21,207	31,947	66%
Information	12,963	47,427	27%
Utilities	2,447	3,236	76%
Mining, Quarrying, and Oil and Gas Extraction	2,151	3,265	66%
Agriculture, Forestry, and Fishing and Hunting	1,824	1,925	95%
Total	1,051,943	2,453,470	43%

Figure 4: Tennessee Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Tennessee Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	12,834	11,805	90,777	103,611
Construction	9,007	8,007	62,600	71,607
Professional, Scientific, and Technical Services	9,708	8,852	54,756	64,464
Retail Trade	13,011	11,778	43,057	56,068
Administrative, Support, and Waste Management	5,135	4,352	50,852	55,987
Health Care and Social Assistance	10,543	8,956	36,127	46,670
Real Estate and Rental and Leasing	3,695	3,398	39,407	43,102
Arts, Entertainment, and Recreation	2,237	1,940	29,815	32,052
Transportation and Warehousing	2,705	2,223	21,584	24,289
Finance and Insurance	4,097	3,606	13,351	17,448
Accommodation and Food Services	8,088	5,991	7,829	15,917
Educational Services	1,169	864	11,747	12,916
Wholesale Trade	4,788	3,671	7,252	12,040
Manufacturing	4,585	3,232	6,391	10,976
Information	1,248	1,045	6,725	7,973
Agriculture, Forestry, and Fishing and Hunting	228	215	4,440	4,668
Mining, Quarrying, and Oil and Gas Extraction	109	82	327	436
Utilities	47	17	304	351
Total	93,112	80,234	487,341	580,453

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SMALL BUSINESS PROFILE

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TEXAS



2.6 million
99.8%

Small Businesses
of Texas Businesses

4.6 million
45.9%

Small Business Employees
of Texas Employees



EMPLOYMENT

178,892
net new jobs



DIVERSITY

1.1 million
minority-owned
businesses



TRADE

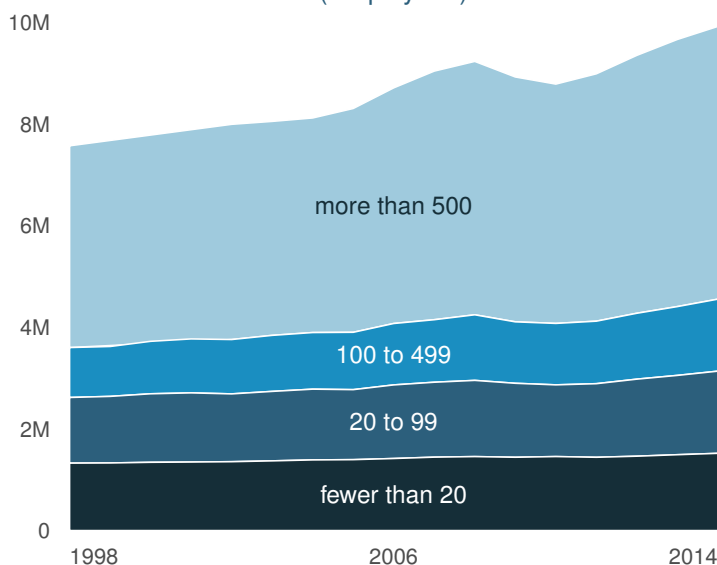
93.1%
of Texas exporters

OVERALL TEXAS ECONOMY

- In the second quarter of 2016, Texas grew at an annual rate of **-0.8%**, which was slower than the overall US growth rate of **1.2%**. Texas's 2015 growth rate of **4.8%** was unchanged from the 2014 rate of **4.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.6%**, unchanged from **4.6%** at the close of 2015. This was equal to the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Texas Employment by Business Size (Employees)



- Texas small businesses employed **4.6 million** people, or **45.9%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **2.1%**. This was above the previous year's increase of **0.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **178,892** net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding **35,199** net jobs. The smallest gains were in firms employing 5 to 9 employees, which added **16,810** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **421,254** loans under \$100,000 (valued at **\$6.2 billion**) were issued by Texas lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,859** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,181**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Texas Small Business Ownership, 2012

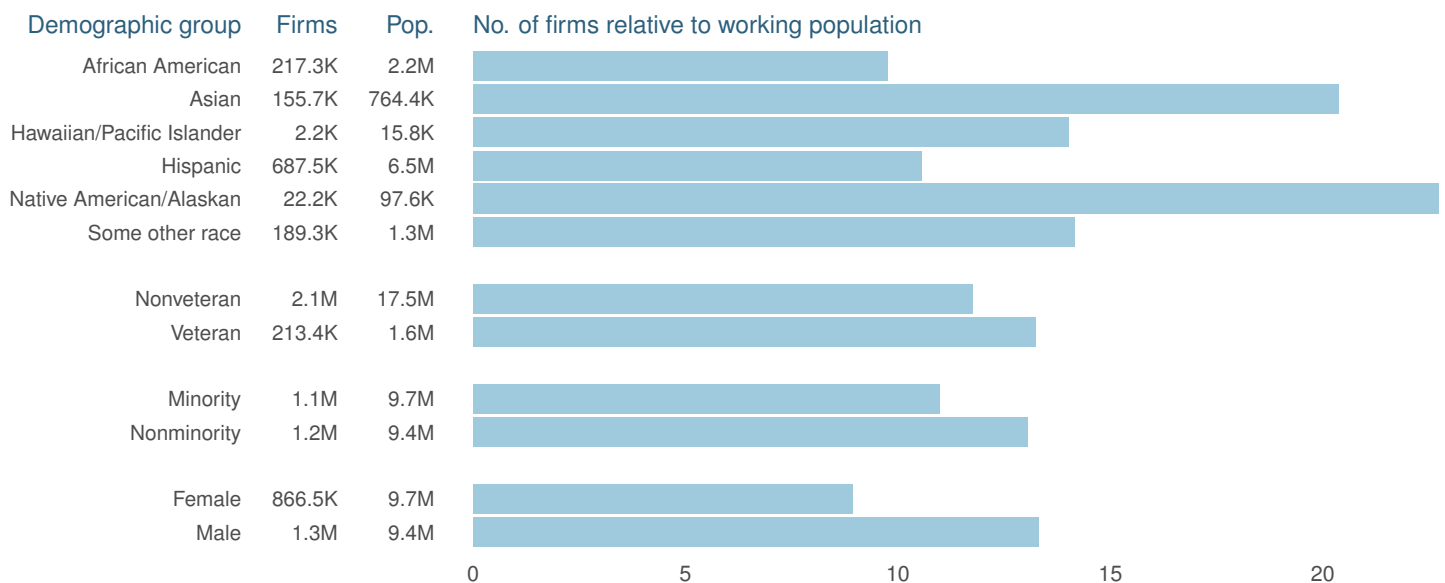
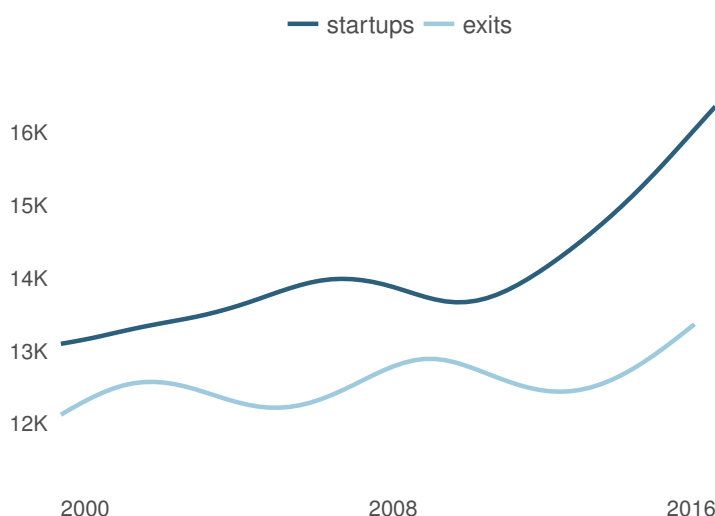


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $866.5K \div 9.7M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Texas Quarterly Startups and Exits



- In the second quarter of 2015, **16,545** establishments started up, generating **69,598** new jobs in Texas. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **14,660** establishments exited resulting in **58,635** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 41,881 companies exported goods from Texas in 2014. Among these, 39,005, or 93.1%, were small firms; they generated 37.6% of Texas's \$270.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Texas Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	663,927	1,411,362	47%
Accommodation and Food Services	592,705	1,068,269	55%
Construction	425,743	609,840	70%
Professional, Scientific, and Technical Services	393,187	664,995	59%
Retail Trade	383,763	1,242,045	31%
Other Services (Except Public Administration)	358,176	434,963	82%
Manufacturing	342,812	807,515	42%
Administrative, Support, and Waste Management	316,361	915,477	35%
Wholesale Trade	277,857	511,123	54%
Finance and Insurance	158,570	495,507	32%
Transportation and Warehousing	140,891	407,143	35%
Real Estate and Rental and Leasing	116,574	187,448	62%
Mining, Quarrying, and Oil and Gas Extraction	104,327	250,806	42%
Educational Services	92,987	177,409	52%
Arts, Entertainment, and Recreation	76,142	128,127	59%
Information	56,103	231,382	24%
Utilities	13,552	52,851	26%
Agriculture, Forestry, and Fishing and Hunting	6,216	7,782	80%
Total	4,553,243	9,920,214	46%

Figure 4: Texas Small Business Percent of Employment by County

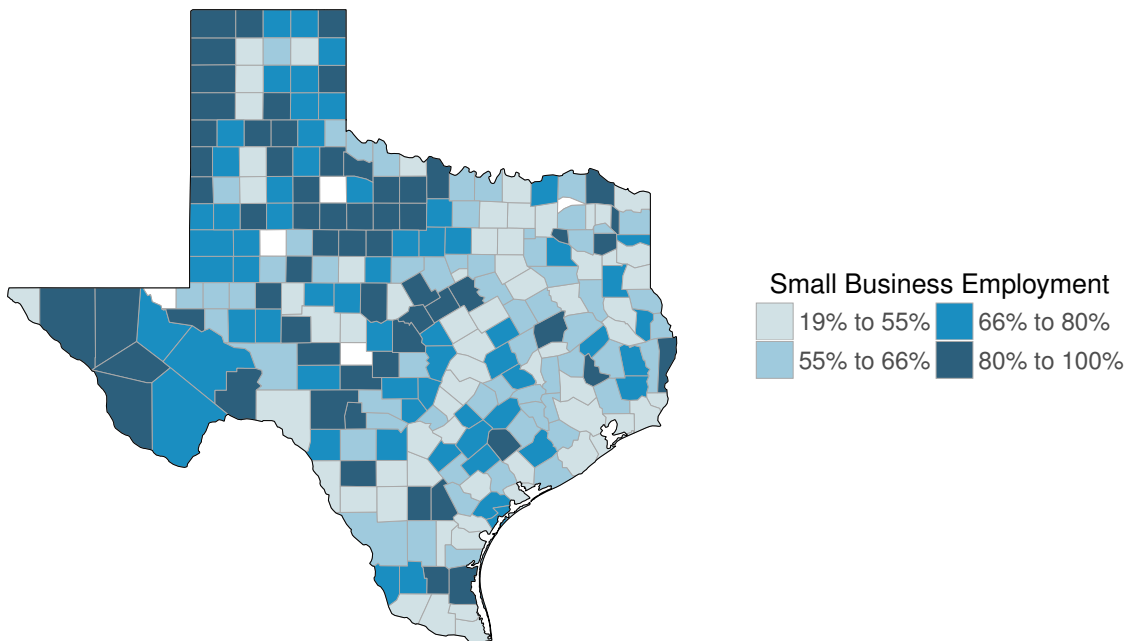
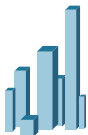






Table 2: Texas Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	44,727	40,760	324,512	369,239
Professional, Scientific, and Technical Services	59,638	55,239	270,855	330,493
Construction	39,230	34,422	273,286	312,516
Administrative, Support, and Waste Management	21,749	18,327	228,836	250,585
Retail Trade	44,807	40,808	182,912	227,719
Health Care and Social Assistance	50,957	44,243	155,875	206,832
Real Estate and Rental and Leasing	19,968	18,728	179,186	199,154
Transportation and Warehousing	13,336	11,427	128,270	141,606
Arts, Entertainment, and Recreation	5,869	4,998	87,439	93,308
Finance and Insurance	18,987	17,328	71,125	90,112
Accommodation and Food Services	34,547	25,782	40,591	75,138
Wholesale Trade	24,539	20,361	36,179	60,718
Educational Services	5,746	4,587	52,524	58,270
Manufacturing	16,639	12,238	33,339	49,978
Mining, Quarrying, and Oil and Gas Extraction	7,188	5,883	40,324	47,512
Information	4,192	3,427	23,592	27,784
Agriculture, Forestry, and Fishing and Hunting	976	910	19,128	20,104
Utilities	929	777	2,729	3,658
Total	413,777	361,282	2,150,702	2,564,479

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
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BDM	Business Employment Dynamics, BLS
BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

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UTAH



268,872
99.3%

Small Businesses
of Utah Businesses

540,268
47.1%

Small Business Employees
of Utah Employees



EMPLOYMENT

28,589
net new jobs



DIVERSITY

24,406
minority-owned
businesses



TRADE

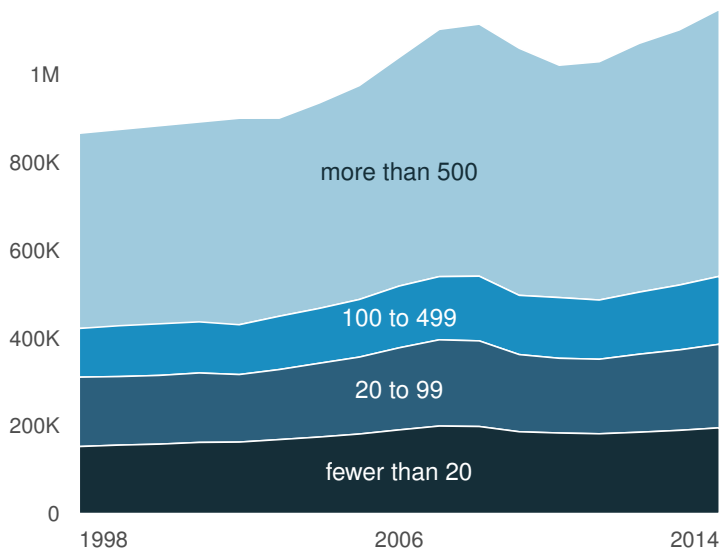
85.6%
of Utah exporters

OVERALL UTAH ECONOMY

- In the second quarter of 2016, Utah grew at an annual rate of **3.3%**, which was faster than the overall US growth rate of **1.2%**. Utah's 2015 growth rate of **3.4%** was up from the 2014 rate of **3.1%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.1%**, down from **3.4%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Utah Employment by Business Size (Employees)



- Utah small businesses employed **540,268** people, or **47.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **3.2%**. This was above the previous year's increase of **2.4%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **28,589** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **7,130** net jobs. The smallest gains were in firms employing 10 to 19 employees, which added **2,441** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **57,104** loans under \$100,000 (valued at **\$848.5 million**) were issued by Utah lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,214** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$18,200**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Utah Small Business Ownership, 2012

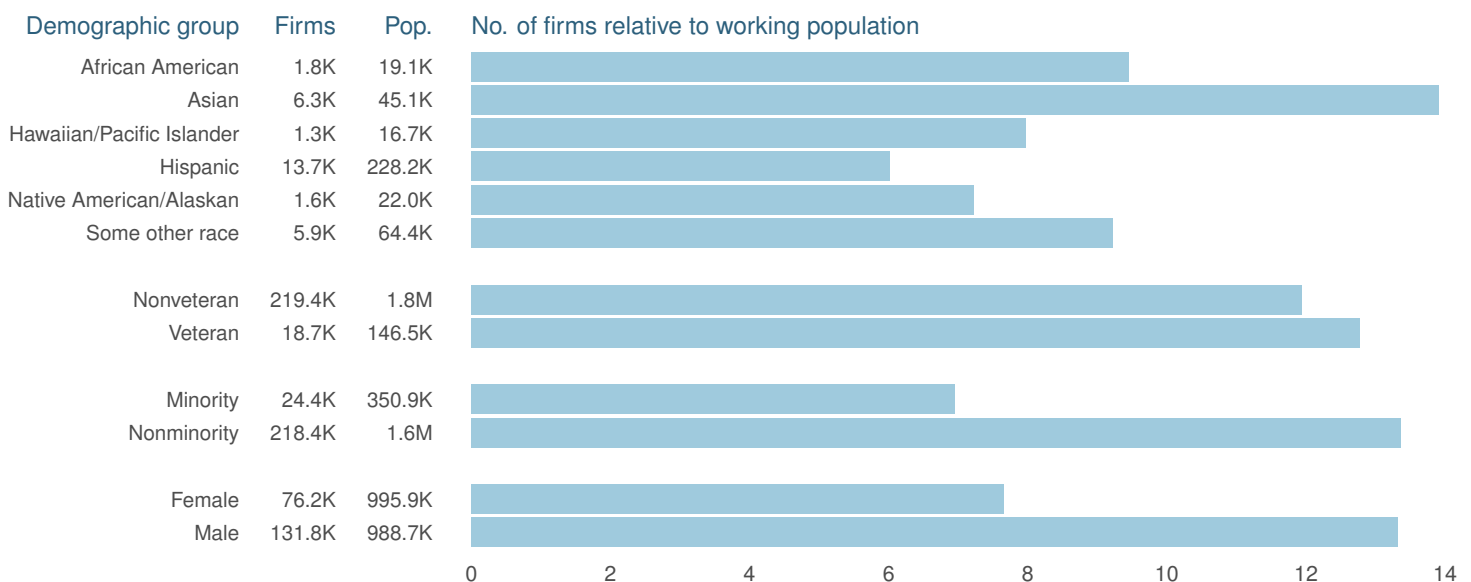
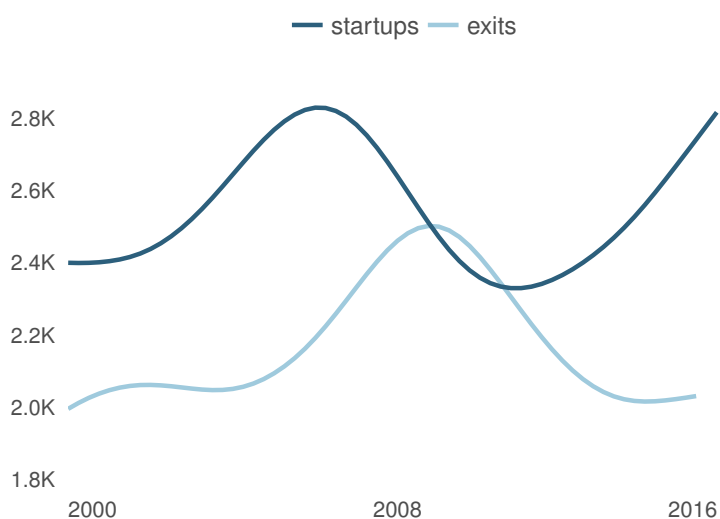


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 8 female-owned firms per 100 working age females or $76.2K \div 995.9K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Utah Quarterly Startups and Exits



- In the second quarter of 2015, **2,797** establishments started up, generating **8,423** new jobs in Utah. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,326** establishments exited resulting in **6,151** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 3,544 companies exported goods from Utah in 2014. Among these, 3,033, or 85.6%, were small firms; they generated 33.9% of Utah's \$11.0 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Utah Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	65,681	104,992	63%
Health Care and Social Assistance	65,073	128,811	51%
Construction	58,788	68,110	86%
Retail Trade	55,735	142,367	39%
Manufacturing	51,102	114,537	45%
Professional, Scientific, and Technical Services	51,062	91,966	56%
Administrative, Support, and Waste Management	34,072	121,985	28%
Wholesale Trade	31,348	55,009	57%
Other Services (Except Public Administration)	25,913	50,550	51%
Finance and Insurance	21,274	60,036	35%
Transportation and Warehousing	16,439	48,590	34%
Educational Services	15,141	43,747	35%
Real Estate and Rental and Leasing	14,389	19,075	75%
Information	13,472	41,865	32%
Arts, Entertainment, and Recreation	11,384	19,846	57%
Mining, Quarrying, and Oil and Gas Extraction	3,967	11,370	35%
Utilities	1,093	s	-
Agriculture, Forestry, and Fishing and Hunting	431	456	95%
Total	540,268	1,148,251	47%

Figure 4: Utah Small Business Percent of Employment by County

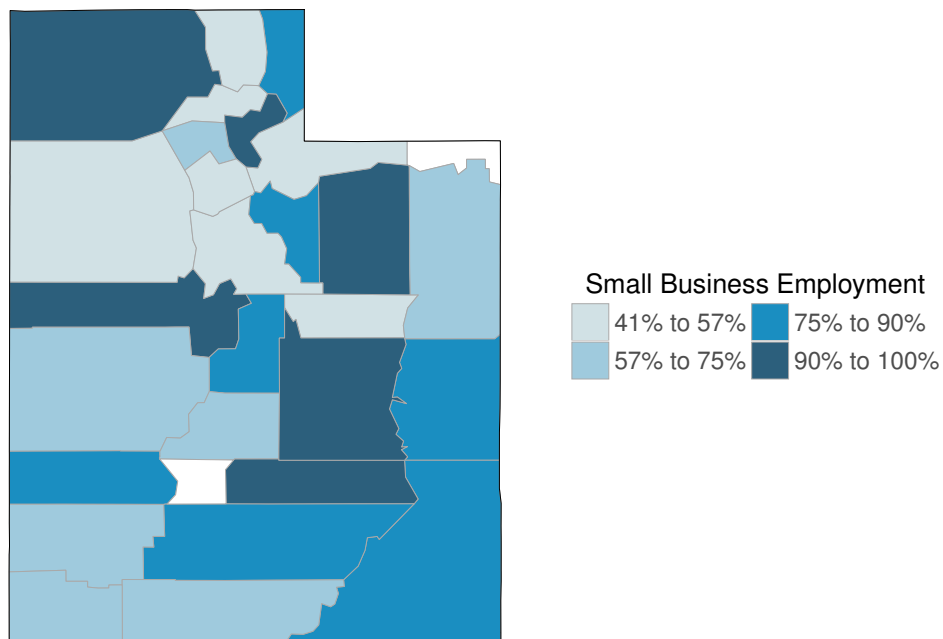
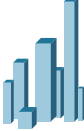






Table 2: Utah Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	8,970	8,341	34,349	43,319
Real Estate and Rental and Leasing	4,246	4,086	31,857	36,103
Other Services (Except Public Administration)	4,266	3,990	27,764	32,030
Retail Trade	5,776	5,109	22,887	28,663
Construction	8,474	7,862	16,865	25,339
Health Care and Social Assistance	6,304	5,646	12,809	19,113
Administrative, Support, and Waste Management	3,563	3,194	13,003	16,566
Arts, Entertainment, and Recreation	984	851	11,548	12,532
Finance and Insurance	3,014	2,792	8,934	11,948
Educational Services	956	754	7,349	8,305
Transportation and Warehousing	1,877	1,650	6,074	7,951
Manufacturing	2,838	2,188	4,205	7,043
Wholesale Trade	2,830	2,223	3,928	6,758
Accommodation and Food Services	3,748	2,763	2,075	5,823
Information	909	724	3,963	4,872
Agriculture, Forestry, and Fishing and Hunting	80	76	1,369	1,449
Mining, Quarrying, and Oil and Gas Extraction	426	364	520	946
Utilities	73	64	144	217
Total	59,229	52,760	209,643	268,872

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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VERMONT

77,543
99.1%

Small Businesses
of Vermont Businesses

156,243
59.8%

Small Business Employees
of Vermont Employees



EMPLOYMENT
2,124
net new jobs



DIVERSITY
2,350
minority-owned
businesses



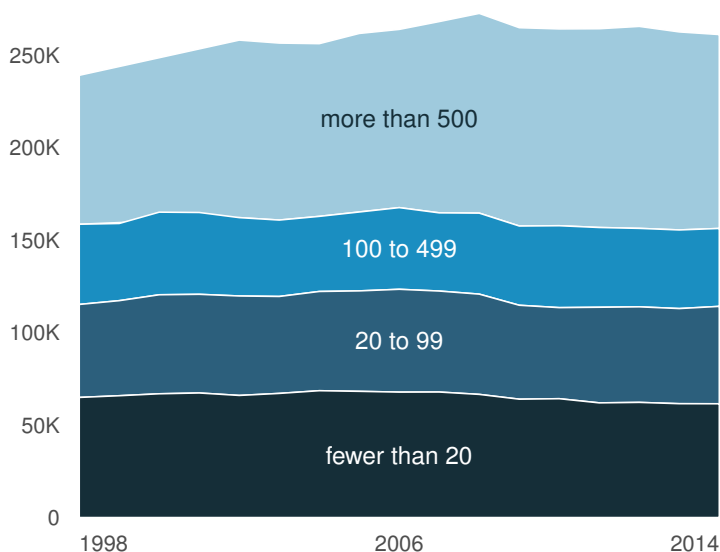
TRADE
84.7%
of Vermont exporters

OVERALL VERMONT ECONOMY

- In the second quarter of 2016, Vermont grew at an annual rate of **1.4%**, which was faster than the overall US growth rate of **1.2%**. Vermont's 2015 growth rate of **0.4%** was up from the 2014 rate of **0.2%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **3.2%**, down from **3.5%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Vermont Employment by Business Size (Employees)



- Vermont small businesses employed **156,243** people, or **59.8%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **0.9%**. This was above the previous year's decrease of **0.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,124** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **986** net jobs. The largest losses were in firms employing 100 to 249 employees, which lost **192** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **10,354** loans under \$100,000 (valued at **\$147.7 million**) were issued by Vermont lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$45,828** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,499**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Vermont Small Business Ownership, 2012

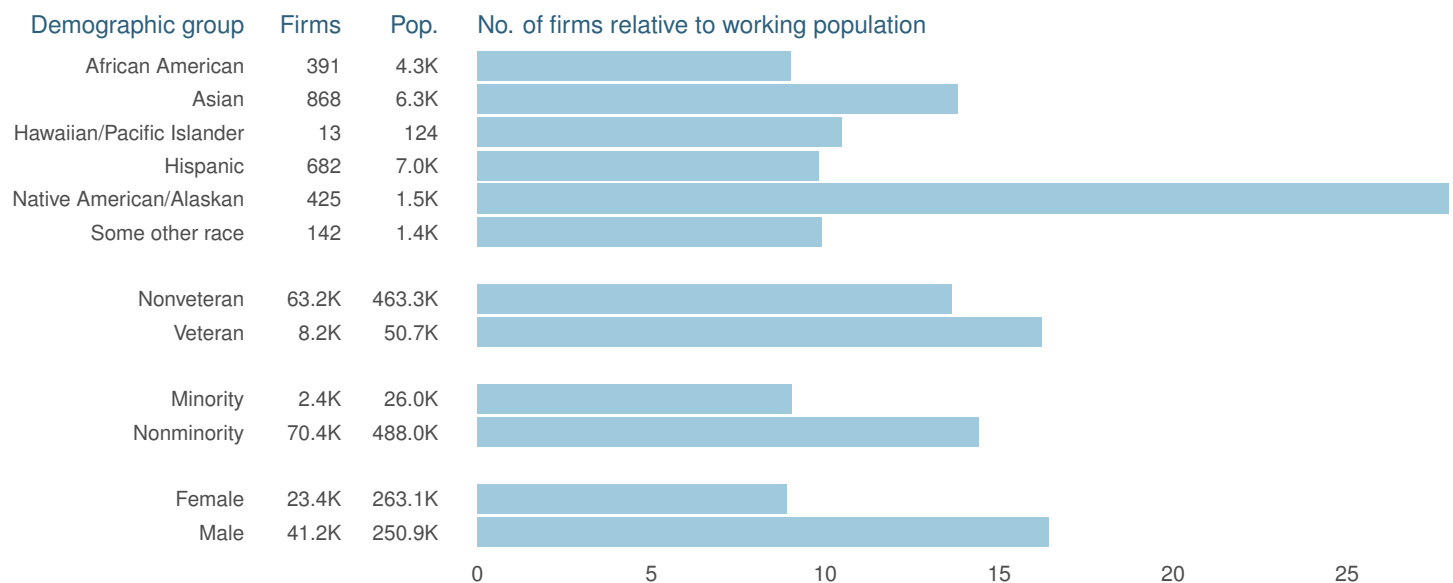
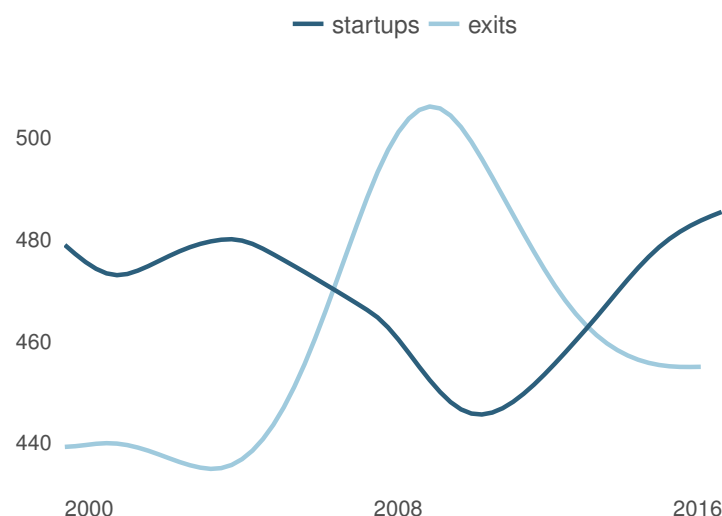


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $23.4K \div 263.1K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Vermont Quarterly Startups and Exits



- In the second quarter of 2015, **476** establishments started up, generating **1,217** new jobs in Vermont. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **494** establishments exited resulting in **1,423** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 1,282 companies exported goods from Vermont in 2014. Among these, 1,086, or 84.7%, were small firms; they generated 18.4% of Vermont's \$3.5 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Vermont Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	22,644	46,691	48%
Retail Trade	22,452	38,530	58%
Accommodation and Food Services	20,894	31,142	67%
Manufacturing	15,729	29,823	53%
Construction	12,531	13,483	93%
Professional, Scientific, and Technical Services	10,129	18,079	56%
Other Services (Except Public Administration)	9,059	9,331	97%
Wholesale Trade	8,085	11,195	72%
Educational Services	7,465	15,665	48%
Finance and Insurance	5,495	9,034	61%
Administrative, Support, and Waste Management	4,949	7,756	64%
Arts, Entertainment, and Recreation	4,475	8,174	55%
Information	3,936	6,924	57%
Transportation and Warehousing	3,544	5,783	61%
Real Estate and Rental and Leasing	2,622	3,485	75%
Utilities	457	s	-
Agriculture, Forestry, and Fishing and Hunting	451	451	100%
Mining, Quarrying, and Oil and Gas Extraction	385	423	91%
Total	156,243	261,058	60%

Figure 4: Vermont Small Business Percent of Employment by County

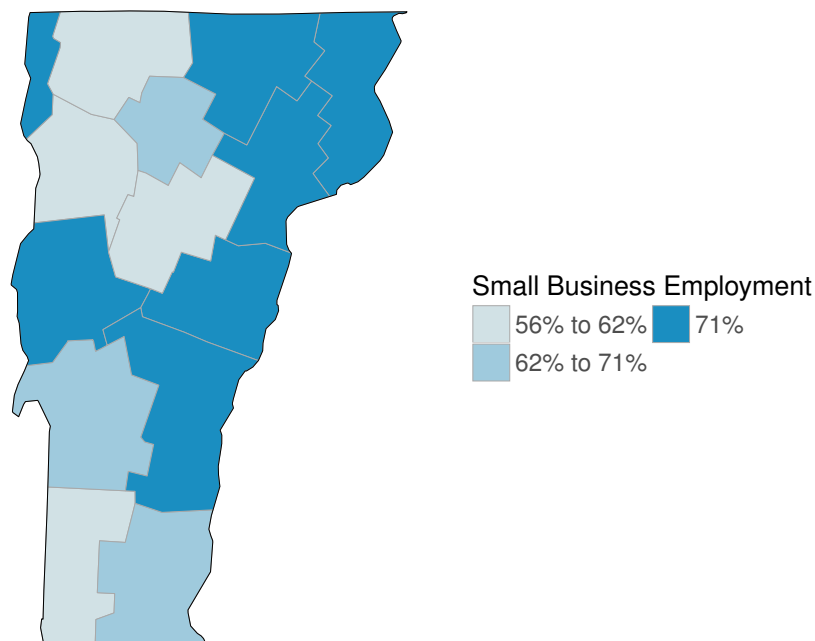
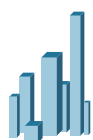


Table 2: Vermont Small Businesses by Industry and Firm Size, 2014



Industry



1-499 Employees



1-20 Employees



Nonemployer Firms



Total Small Firms

Construction	2,628	2,510	9,204	11,832
Professional, Scientific, and Technical Services	1,965	1,856	9,073	11,038
Other Services (Except Public Administration)	1,913	1,835	7,090	9,003
Retail Trade	2,290	1,984	4,312	6,602
Health Care and Social Assistance	1,632	1,374	4,870	6,502
Real Estate and Rental and Leasing	641	608	5,440	6,081
Administrative, Support, and Waste Management	985	919	4,548	5,533
Arts, Entertainment, and Recreation	437	393	4,357	4,794
Manufacturing	894	690	1,991	2,885
Accommodation and Food Services	1,684	1,360	1,153	2,837
Educational Services	346	270	2,103	2,449
Agriculture, Forestry, and Fishing and Hunting	140	137	1,921	2,061
Transportation and Warehousing	421	370	1,176	1,597
Wholesale Trade	609	455	941	1,550
Finance and Insurance	425	367	1,018	1,443
Information	329	269	825	1,154
Utilities	18	11	92	110
Mining, Quarrying, and Oil and Gas Extraction	38	32	67	105
Total	17,362	15,491	60,181	77,543

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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VIRGINIA



706,626
99.5%

Small Businesses
of Virginia Businesses

1.5 million
47.0%

Small Business Employees
of Virginia Employees



EMPLOYMENT

33,908
net new jobs



DIVERSITY

184,956
minority-owned
businesses



TRADE

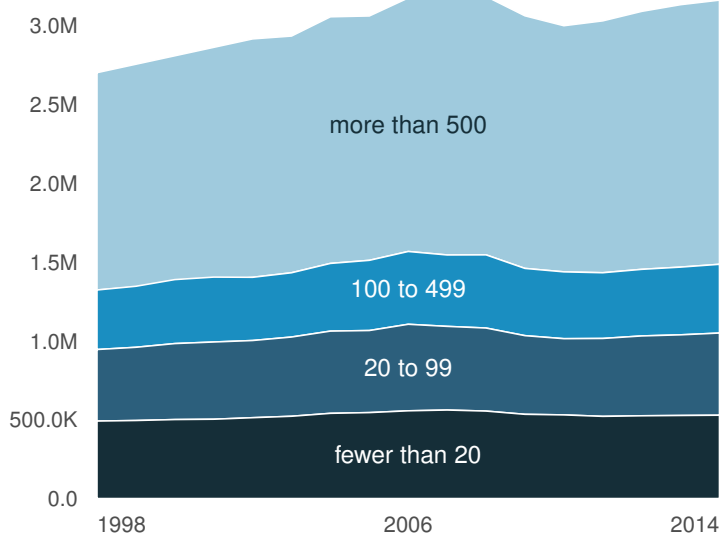
86.1%
of Virginia exporters

OVERALL VIRGINIA ECONOMY

- In the second quarter of 2016, Virginia grew at an annual rate of **0.6%**, which was slower than the overall US growth rate of **1.2%**. Virginia's 2015 growth rate of **2.0%** was up from the 2014 rate of **0.2%**. (Source: **BEA**)
- In November 2016, the unemployment rate was **4.2%**, unchanged from **4.2%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: **CPS**)

EMPLOYMENT

Figure 1: Virginia Employment by Business Size (Employees)



- Virginia small businesses employed **1.5 million** people, or **47.0%** of the private workforce, in 2014. (Source: **SUSB**)
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: **SUSB**)
- During the year ending November 2016, private-sector employment increased **0.5%**. This was below the previous year's increase of **0.8%**. (Source: **CPS**)
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: **BEA**)
- Small businesses created **33,908** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **8,069** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **1,055** net jobs. (Source: **BDS**)

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **119,426** loans under \$100,000 (valued at **\$1.7 billion**) were issued by Virginia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,611** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,275**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

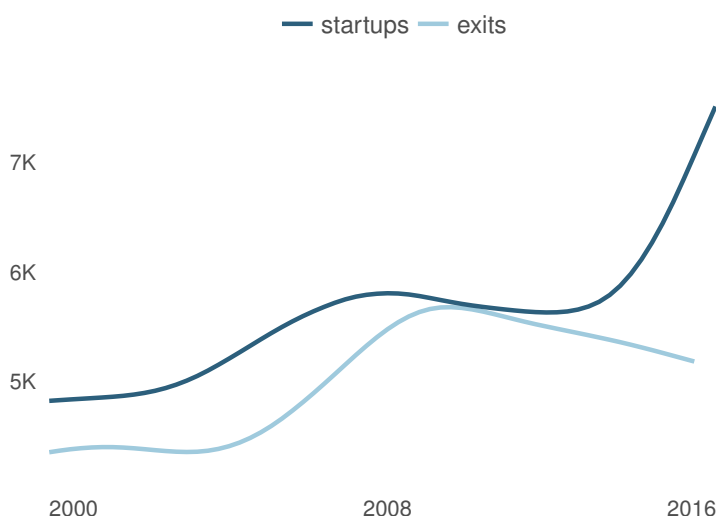
Figure 2: Virginia Small Business Ownership, 2012



Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $236.2K \div 3.3M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Virginia Quarterly Startups and Exits



- In the second quarter of 2015, **6,673** establishments started up, generating **22,415** new jobs in Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **5,242** establishments exited resulting in **17,518** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 7,704 companies exported goods from Virginia in 2014. Among these, 6,630, or 86.1%, were small firms; they generated 30.1% of Virginia's \$17.9 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Virginia Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Professional, Scientific, and Technical Services	214,997	435,023	49%
Health Care and Social Assistance	195,885	427,084	46%
Accommodation and Food Services	181,698	330,740	55%
Construction	143,051	169,620	84%
Other Services (Except Public Administration)	141,961	163,419	87%
Retail Trade	130,746	420,574	31%
Administrative, Support, and Waste Management	109,885	248,561	44%
Manufacturing	82,508	232,965	35%
Wholesale Trade	57,485	102,045	56%
Educational Services	41,857	76,434	55%
Finance and Insurance	40,797	157,131	26%
Transportation and Warehousing	34,912	99,705	35%
Real Estate and Rental and Leasing	33,920	53,529	63%
Arts, Entertainment, and Recreation	31,875	56,434	56%
Information	25,559	93,753	27%
Agriculture, Forestry, and Fishing and Hunting	3,216	3,847	84%
Mining, Quarrying, and Oil and Gas Extraction	3,045	9,772	31%
Utilities	2,144	14,403	15%
Total	1,485,352	3,160,539	47%

Figure 4: Virginia Small Business Percent of Employment by County

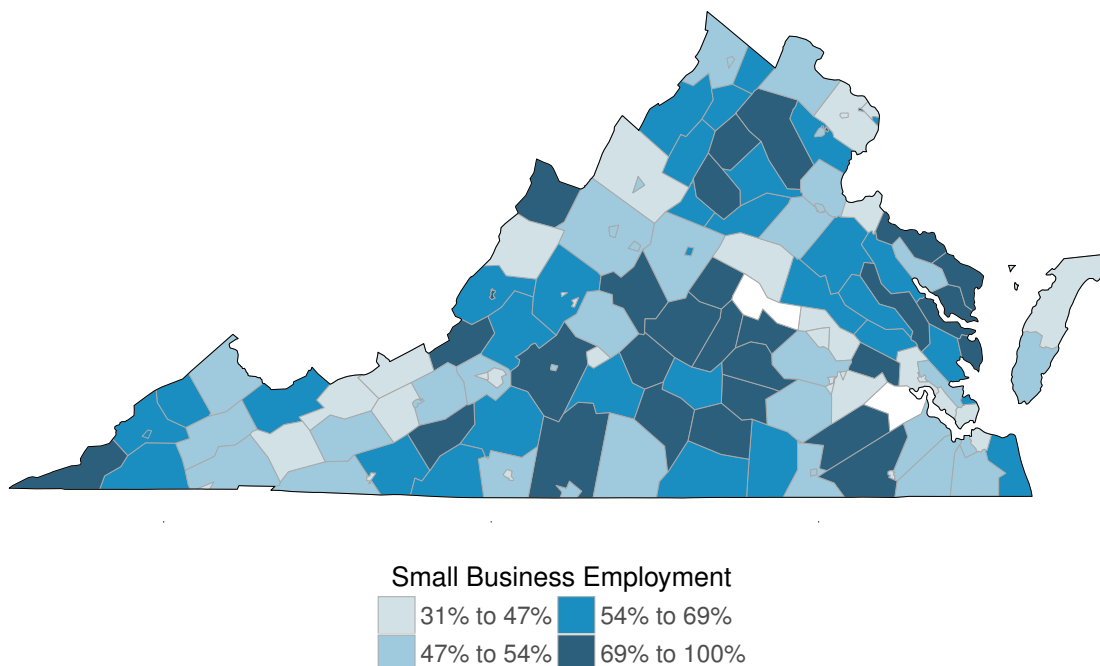
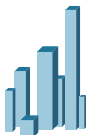






Table 2: Virginia Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	25,184	22,563	91,085	116,269
Other Services (Except Public Administration)	19,621	18,103	81,863	101,484
Construction	18,672	17,038	60,559	79,231
Real Estate and Rental and Leasing	6,287	5,858	63,577	69,864
Retail Trade	15,032	13,543	43,214	58,246
Health Care and Social Assistance	14,124	11,980	42,254	56,378
Administrative, Support, and Waste Management	8,622	7,372	46,681	55,303
Transportation and Warehousing	3,825	3,281	30,574	34,399
Arts, Entertainment, and Recreation	2,589	2,166	31,269	33,858
Educational Services	2,637	2,123	20,133	22,770
Accommodation and Food Services	12,328	9,689	8,103	20,431
Finance and Insurance	5,200	4,729	14,614	19,814
Wholesale Trade	5,086	4,072	7,110	12,196
Manufacturing	4,187	3,112	5,912	10,099
Information	1,757	1,375	7,998	9,755
Agriculture, Forestry, and Fishing and Hunting	647	616	4,991	5,638
Utilities	66	44	446	512
Mining, Quarrying, and Oil and Gas Extraction	157	104	214	371
Total	146,029	128,222	560,597	706,626

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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BLS	Bureau of Labor Statistics, U.S. Department of Labor
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CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

WASHINGTON



574,455
99.5%

Small Businesses
of Washington Businesses

1.3 million
51.4%

Small Business Employees
of Washington Employees



EMPLOYMENT

42,672
net new jobs



DIVERSITY

92,772
minority-owned
businesses



TRADE

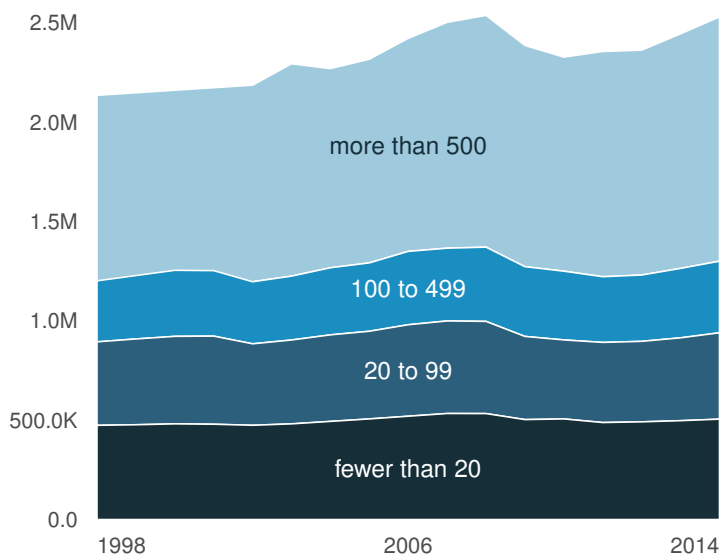
89.7%
of Washington
exporters

OVERALL WASHINGTON ECONOMY

- In the second quarter of 2016, Washington grew at an annual rate of **2.3%**, which was faster than the overall US growth rate of **1.2%**. Washington's 2015 growth rate of **3.0%** was up from the 2014 rate of **2.8%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **5.3%**, down from **5.8%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Washington Employment by Business Size (Employees)



- Washington small businesses employed **1.3 million** people, or **51.4%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **4.1%**. This was above the previous year's increase of **1.6%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **3.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **42,672** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **8,330** net jobs. The smallest gains were in firms employing 250 to 499 employees, which added **2,548** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **118,364** loans under \$100,000 (valued at **\$1.5 billion**) were issued by Washington lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,518** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$23,478**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Washington Small Business Ownership, 2012

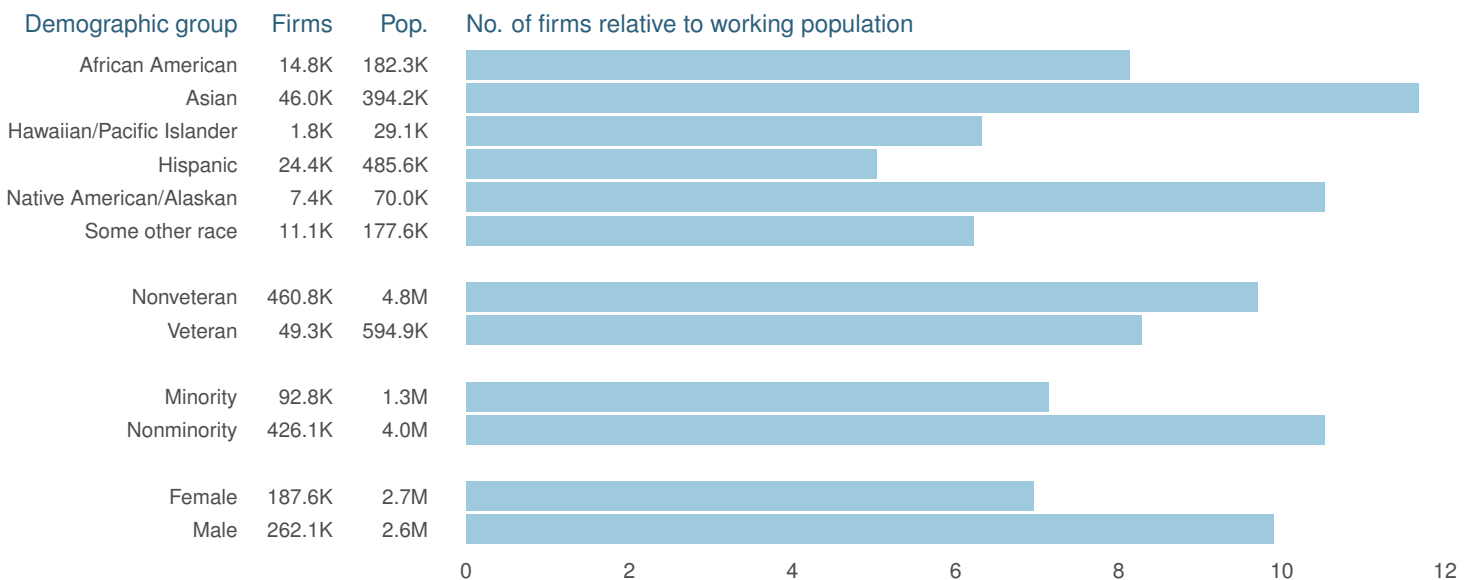
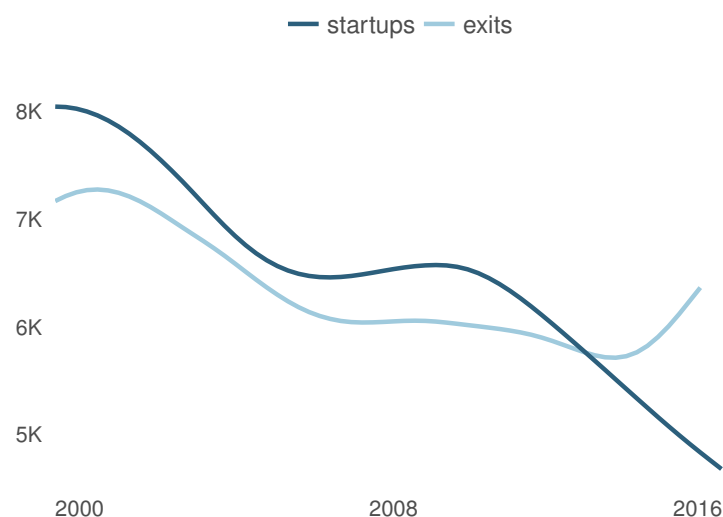


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $187.6K \div 2.7M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Washington Quarterly Startups and Exits



- In the second quarter of 2015, **4,966** establishments started up, generating **16,830** new jobs in Washington. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **6,747** establishments exited resulting in **16,740** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

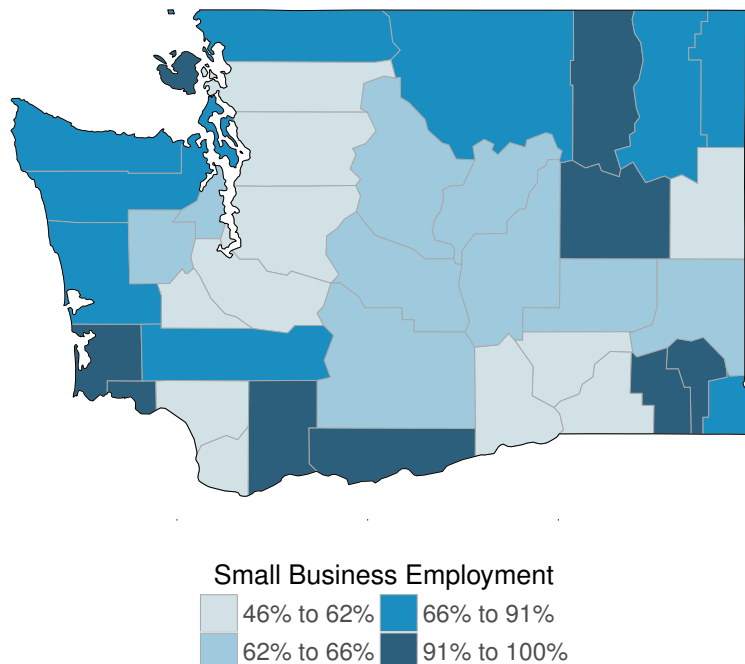
- A total of 12,656 companies exported goods from Washington in 2014. Among these, 11,352, or 89.7%, were small firms; they generated 20.3% of Washington's \$84.1 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Washington Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	185,771	384,476	48%
Accommodation and Food Services	169,928	253,614	67%
Construction	127,869	149,268	86%
Retail Trade	124,607	322,099	39%
Professional, Scientific, and Technical Services	118,962	195,908	61%
Manufacturing	109,583	257,814	43%
Other Services (Except Public Administration)	95,773	110,459	87%
Wholesale Trade	76,727	126,931	60%
Administrative, Support, and Waste Management	68,591	143,193	48%
Arts, Entertainment, and Recreation	39,122	60,456	65%
Transportation and Warehousing	34,045	91,175	37%
Real Estate and Rental and Leasing	34,039	46,666	73%
Finance and Insurance	33,842	99,671	34%
Educational Services	32,589	54,666	60%
Information	24,896	125,983	20%
Agriculture, Forestry, and Fishing and Hunting	11,226	13,097	86%
Utilities	1,428	s	-
Mining, Quarrying, and Oil and Gas Extraction	1,052	2,505	42%
Total	1,299,824	2,528,874	51%

Figure 4: Washington Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Washington Small Businesses by Industry and Firm Size, 2014

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	18,969	17,522	80,316	99,285
Other Services (Except Public Administration)	15,151	14,165	51,228	66,379
Real Estate and Rental and Leasing	7,750	7,356	53,463	61,213
Retail Trade	14,048	12,563	38,967	53,015
Construction	20,193	18,822	30,731	50,924
Health Care and Social Assistance	16,109	14,405	32,515	48,624
Administrative, Support, and Waste Management	7,975	7,223	28,340	36,315
Arts, Entertainment, and Recreation	2,598	2,163	28,659	31,257
Transportation and Warehousing	4,011	3,441	21,979	25,990
Accommodation and Food Services	12,919	10,569	5,565	18,484
Educational Services	2,474	2,054	15,393	17,867
Finance and Insurance	4,682	4,309	11,215	15,897
Manufacturing	6,212	4,843	8,967	15,179
Wholesale Trade	6,934	5,616	7,737	14,671
Information	1,941	1,592	7,271	9,212
Agriculture, Forestry, and Fishing and Hunting	1,391	1,272	7,719	9,110
Utilities	172	152	360	532
Mining, Quarrying, and Oil and Gas Extraction	121	103	245	366
Total	143,785	128,728	430,670	574,455

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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SMALL BUSINESS PROFILE

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WEST VIRGINIA



115,673
98.9%

Small Businesses
of West Virginia Businesses

288,211
50.1%

Small Business Employees
of West Virginia Employees



EMPLOYMENT
2,872
net jobs lost



DIVERSITY
5,769
minority-owned
businesses



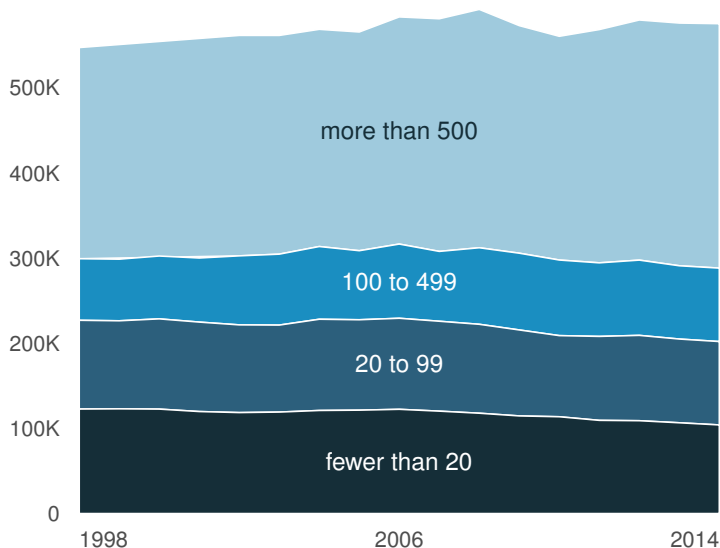
TRADE
76.0%
of West Virginia
exporters

OVERALL WEST VIRGINIA ECONOMY

- In the second quarter of 2016, West Virginia grew at an annual rate of **-0.8%**, which was slower than the overall US growth rate of **1.2%**. West Virginia's 2015 growth rate of **1.4%** was up from the 2014 rate of **1.0%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **6.0%**, down from **6.2%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: West Virginia Employment by Business Size (Employees)



- West Virginia small businesses employed **288,211** people, or **50.1%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.7%**. This was above the previous year's increase of **0.3%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **2,872** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **978** net jobs. The largest losses were in firms employing 1 to 4 employees, which lost **1,635** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **16,152** loans under \$100,000 (valued at **\$254.6 million**) were issued by West Virginia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,821** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$19,317**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: West Virginia Small Business Ownership, 2012

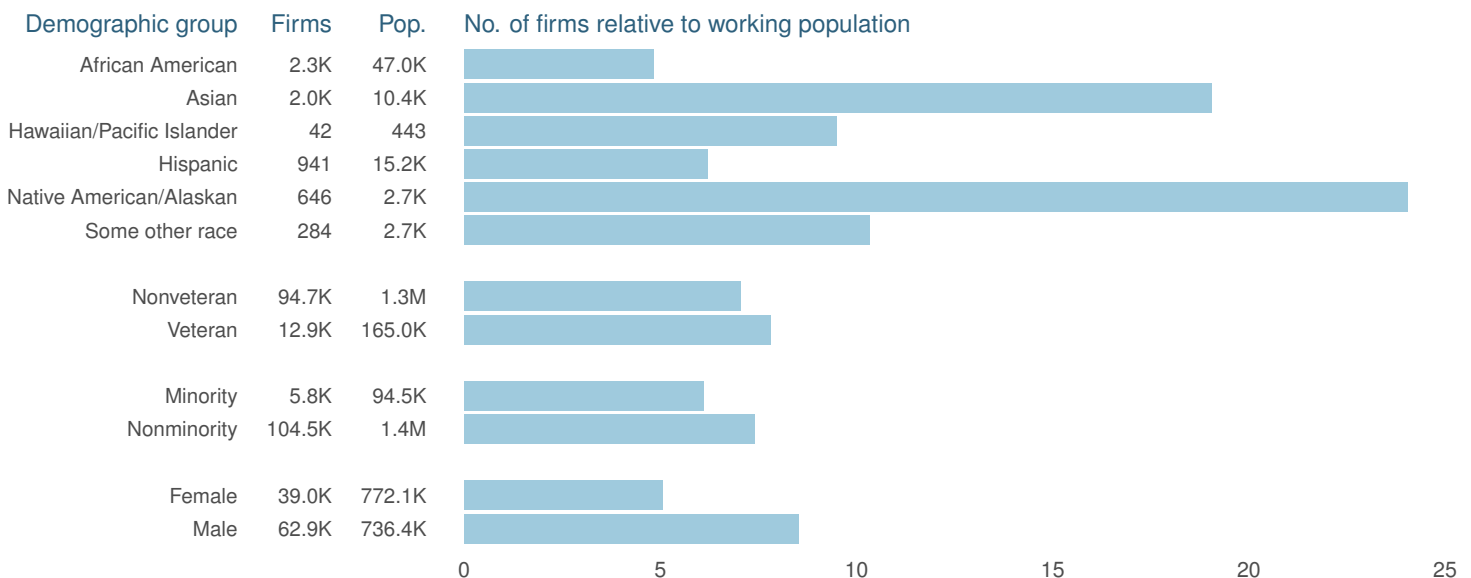
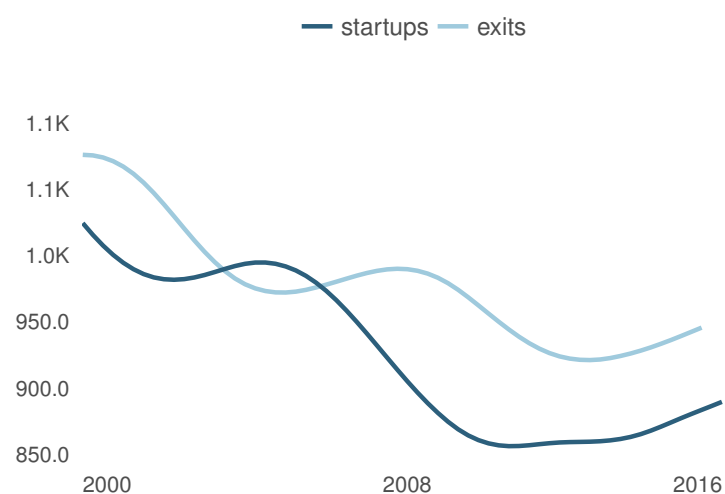


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 5 female-owned firms per 100 working age females or $39.0K \div 772.1K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: West Virginia Quarterly Startups and Exits



- In the second quarter of 2015, **823** establishments started up, generating **3,400** new jobs in West Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **951** establishments exited resulting in **3,372** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

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INTERNATIONAL TRADE

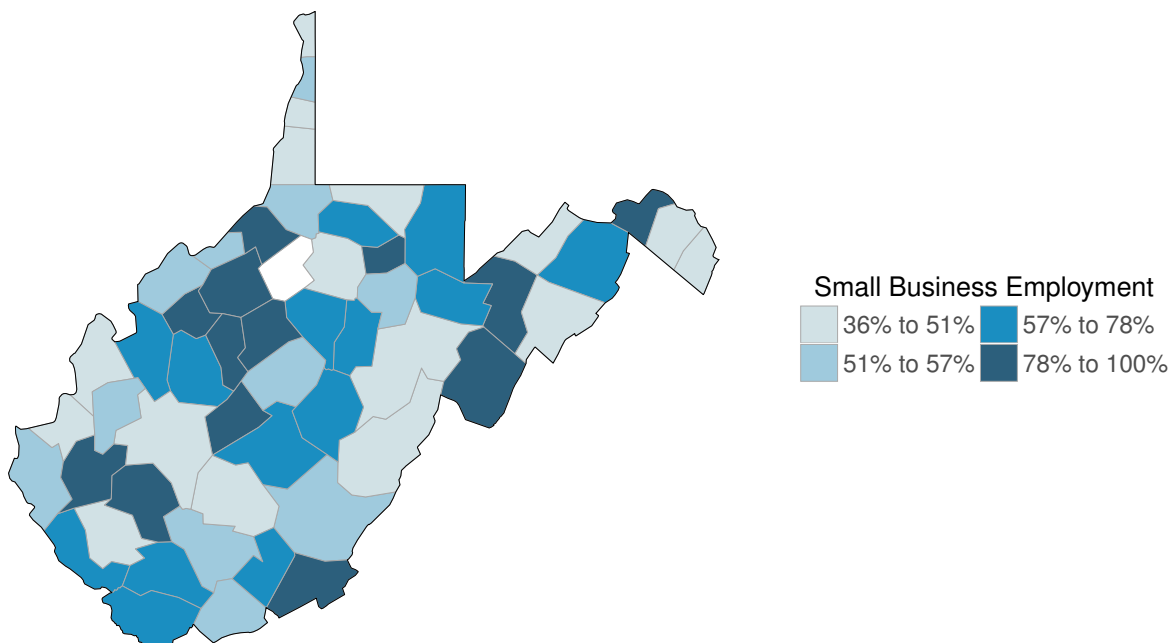
- A total of 1,098 companies exported goods from West Virginia in 2014. Among these, 834, or 76.0%, were small firms; they generated 46.1% of West Virginia's \$7.1 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: West Virginia Employment by Industry, 2014

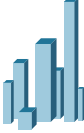




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	58,938	132,829	44%
Accommodation and Food Services	41,204	66,171	62%
Retail Trade	32,217	85,753	38%
Construction	22,766	25,234	90%
Other Services (Except Public Administration)	22,416	25,017	90%
Professional, Scientific, and Technical Services	19,415	26,406	74%
Manufacturing	19,266	49,589	39%
Administrative, Support, and Waste Management	14,203	32,084	44%
Wholesale Trade	11,534	21,045	55%
Finance and Insurance	9,309	18,006	52%
Mining, Quarrying, and Oil and Gas Extraction	8,703	29,194	30%
Transportation and Warehousing	7,026	14,135	50%
Arts, Entertainment, and Recreation	6,504	7,799	83%
Educational Services	4,331	10,148	43%
Real Estate and Rental and Leasing	4,189	6,403	65%
Information	2,759	10,468	26%
Utilities	980	6,271	16%
Agriculture, Forestry, and Fishing and Hunting	827	843	98%
Total	288,211	575,228	50%

Figure 4: West Virginia Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: West Virginia Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	4,054	3,832	15,427	19,481
Retail Trade	3,295	2,872	10,346	13,641
Construction	3,162	2,909	9,050	12,212
Professional, Scientific, and Technical Services	2,493	2,229	9,413	11,906
Health Care and Social Assistance	3,183	2,604	7,267	10,450
Real Estate and Rental and Leasing	1,068	1,012	8,570	9,638
Administrative, Support, and Waste Management	1,149	996	7,239	8,388
Arts, Entertainment, and Recreation	670	589	4,212	4,882
Transportation and Warehousing	951	833	3,536	4,487
Accommodation and Food Services	2,533	1,954	1,306	3,839
Mining, Quarrying, and Oil and Gas Extraction	444	334	3,137	3,581
Finance and Insurance	1,030	908	2,138	3,168
Educational Services	242	190	2,524	2,766
Wholesale Trade	966	723	1,393	2,359
Manufacturing	980	699	1,271	2,251
Agriculture, Forestry, and Fishing and Hunting	247	242	1,219	1,466
Information	203	158	886	1,089
Utilities	45	34	110	155
Total	26,629	23,172	89,044	115,673

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

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SMALL BUSINESS PROFILE

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WISCONSIN



445,445
99.4%

Small Businesses
of Wisconsin Businesses

1.2 million
50.2%

Small Business Employees
of Wisconsin Employees



EMPLOYMENT
30,039
net new jobs



DIVERSITY
40,468
minority-owned
businesses



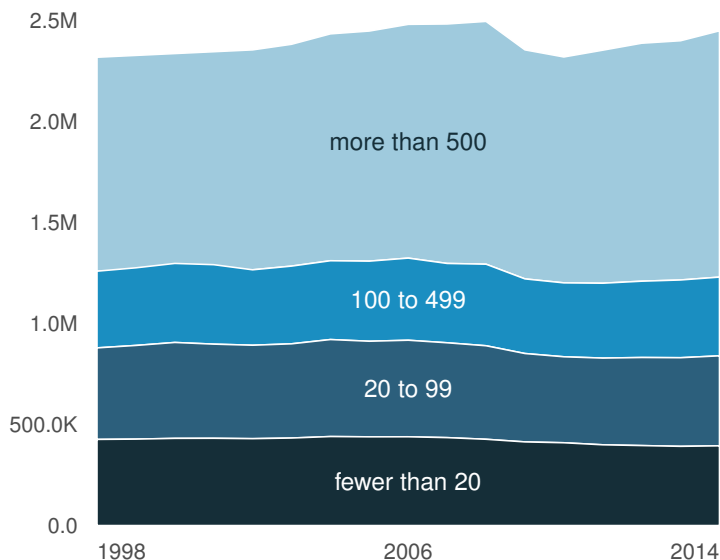
TRADE
86.8%
of Wisconsin exporters

OVERALL WISCONSIN ECONOMY

- In the second quarter of 2016, Wisconsin grew at an annual rate of **1.6%**, which was faster than the overall US growth rate of **1.2%**. Wisconsin's 2015 growth rate of **1.1%** was down from the 2014 rate of **2.2%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.1%**, down from **4.6%** at the close of 2015. This was below the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Wisconsin Employment by Business Size (Employees)



- Wisconsin small businesses employed **1.2 million** people, or **50.2%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment increased **1.6%**. This was above the previous year's increase of **0.8%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **30,039** net jobs in 2014. Among the seven BDS size-classes, firms employing 250 to 499 employees experienced the largest gains, adding **8,960** net jobs. The smallest gains were in firms employing 1 to 4 employees, which added **752** net jobs. (Source: [BDS](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: [FDIC](#))
- In 2014, **77,892** loans under \$100,000 (valued at **\$996.2 million**) were issued by Wisconsin lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$43,013** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$21,929**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Wisconsin Small Business Ownership, 2012

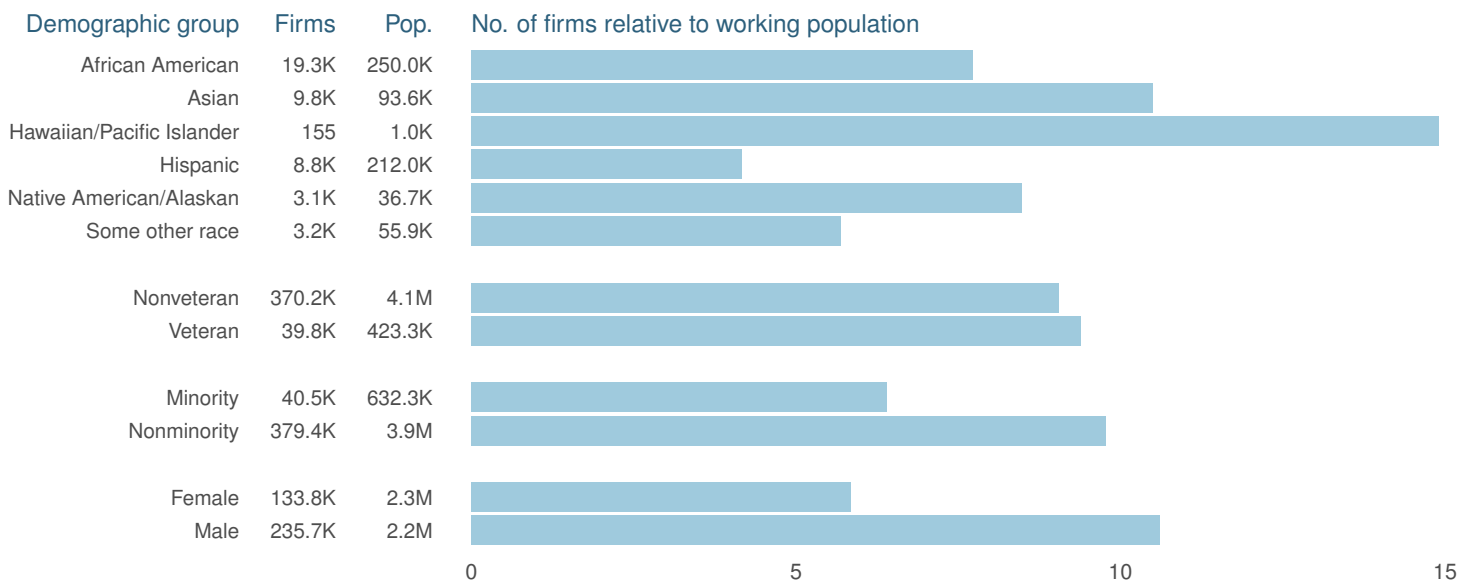
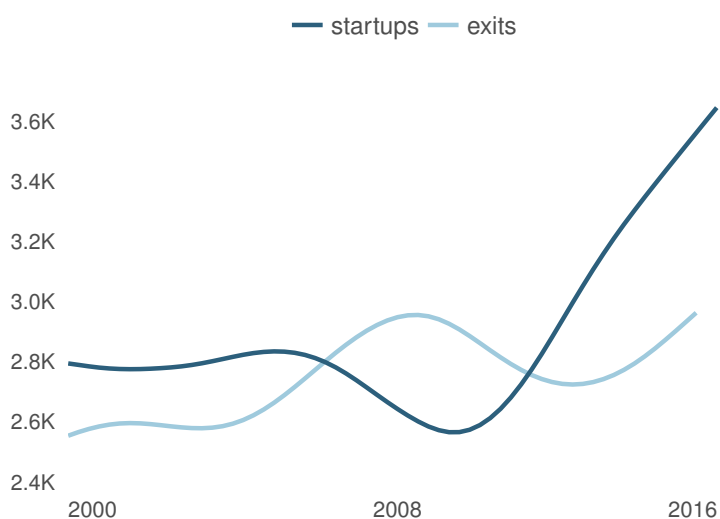


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 6 female-owned firms per 100 working age females or $133.8K \div 2.3M \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Wisconsin Quarterly Startups and Exits



- In the second quarter of 2015, **3,417** establishments started up, generating **11,484** new jobs in Wisconsin. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,227** establishments exited resulting in **9,911** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

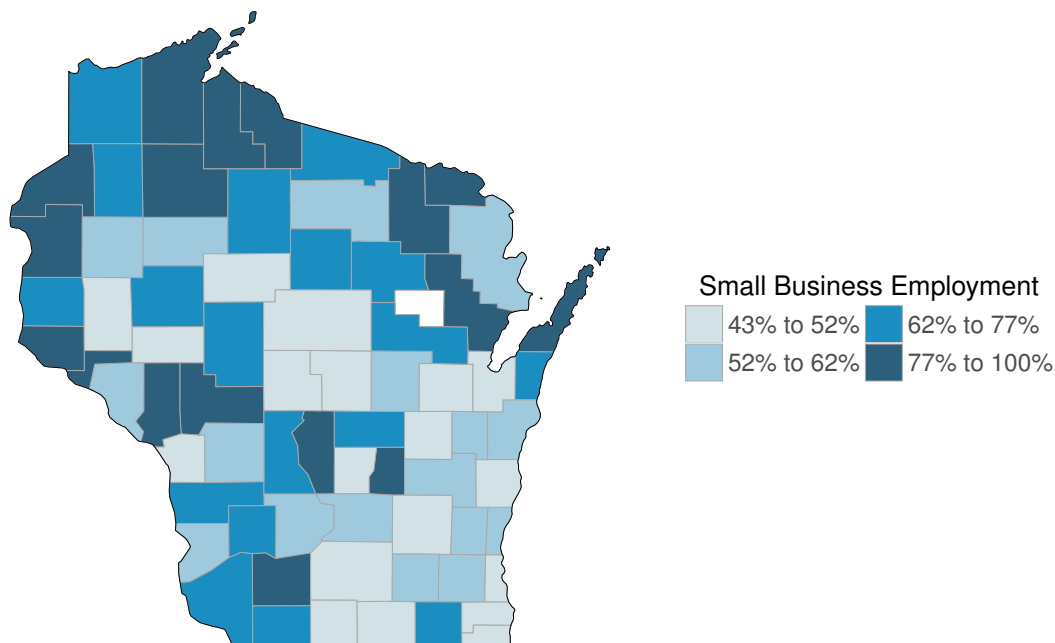
- A total of 8,857 companies exported goods from Wisconsin in 2014. Among these, 7,691, or 86.8%, were small firms; they generated 28.5% of Wisconsin's \$21.4 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Wisconsin Employment by Industry, 2014

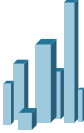




Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Manufacturing	205,806	443,111	46%
Health Care and Social Assistance	167,498	388,018	43%
Accommodation and Food Services	159,270	228,764	70%
Retail Trade	125,095	305,703	41%
Other Services (Except Public Administration)	95,205	104,774	91%
Construction	79,557	98,502	81%
Professional, Scientific, and Technical Services	73,849	102,960	72%
Wholesale Trade	73,766	115,059	64%
Administrative, Support, and Waste Management	60,710	151,613	40%
Transportation and Warehousing	43,485	98,342	44%
Finance and Insurance	43,444	136,126	32%
Arts, Entertainment, and Recreation	31,331	42,813	73%
Educational Services	23,380	56,014	42%
Real Estate and Rental and Leasing	20,067	23,799	84%
Information	14,040	54,672	26%
Agriculture, Forestry, and Fishing and Hunting	2,490	3,001	83%
Mining, Quarrying, and Oil and Gas Extraction	2,013	2,996	67%
Utilities	1,069	14,369	7%
Total	1,230,352	2,450,254	50%

Figure 4: Wisconsin Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: Wisconsin Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (Except Public Administration)	13,430	12,428	50,966	64,396
Professional, Scientific, and Technical Services	10,277	9,357	43,644	53,921
Construction	13,139	12,340	38,544	51,683
Retail Trade	11,762	10,255	38,748	50,510
Real Estate and Rental and Leasing	3,647	3,399	39,534	43,181
Health Care and Social Assistance	9,705	7,978	22,907	32,612
Administrative, Support, and Waste Management	5,484	4,849	20,633	26,117
Arts, Entertainment, and Recreation	2,490	2,122	19,990	22,480
Transportation and Warehousing	4,391	3,782	14,169	18,560
Accommodation and Food Services	11,502	9,133	5,874	17,376
Finance and Insurance	4,383	3,865	11,364	15,747
Manufacturing	7,351	4,896	7,160	14,511
Wholesale Trade	5,132	3,941	6,589	11,721
Educational Services	1,433	1,093	8,952	10,385
Agriculture, Forestry, and Fishing and Hunting	513	490	6,434	6,947
Information	927	719	4,109	5,036
Utilities	52	22	215	267
Mining, Quarrying, and Oil and Gas Extraction	131	102	131	262
Total	105,482	91,040	339,963	445,445

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
BEA	Bureau of Economic Analysis
BDM	Business Employment Dynamics, BLS
BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau



SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

WYOMING



64,653
98.8%

Small Businesses
of Wyoming Businesses

136,377
62.0%

Small Business Employees
of Wyoming Employees



EMPLOYMENT

5,341
net new jobs



DIVERSITY

4,075
minority-owned
businesses



TRADE

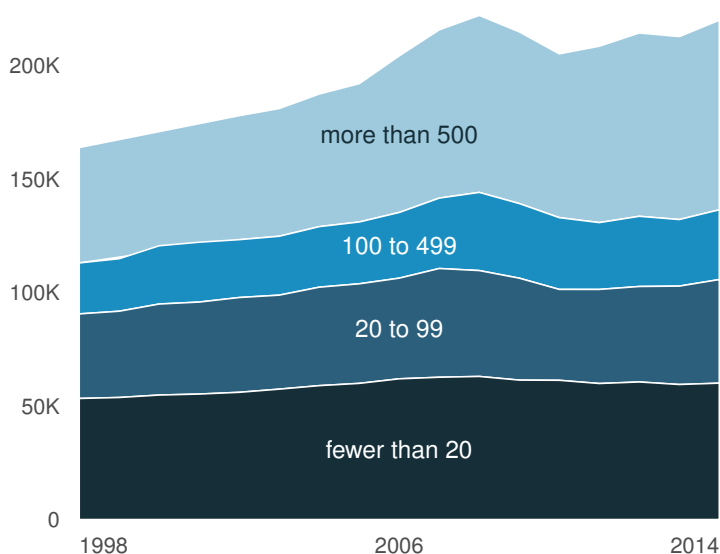
73.6%
of Wyoming exporters

OVERALL WYOMING ECONOMY

- In the second quarter of 2016, Wyoming grew at an annual rate of **-5.3%**, which was slower than the overall US growth rate of **1.2%**. Wyoming's 2015 growth rate of **-0.1%** was down from the 2014 rate of **1.7%**. (Source: [BEA](#))
- In November 2016, the unemployment rate was **4.9%**, up from **4.4%** at the close of 2015. This was above the November 2016 national unemployment rate of **4.6%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Wyoming Employment by Business Size (Employees)



- Wyoming small businesses employed **136,377** people, or **62.0%** of the private workforce, in 2014. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: [SUSB](#))
- During the year ending November 2016, private-sector employment decreased **1.3%**. This was below the previous year's decrease of **1.1%**. (Source: [CPS](#))
- The number of proprietors increased in 2015 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,341** net jobs in 2014. Among the seven BDS size-classes, firms employing 20 to 49 employees experienced the largest gains, adding **1,692** net jobs. The smallest gains were in firms employing 50 to 99 employees, which added **273** net jobs. (Source: [BDS](#))

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INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 was unchanged. (Source: [FDIC](#))
- In 2014, **11,434** loans under \$100,000 (valued at **\$179.2 million**) were issued by Wyoming lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,215** in 2015. For individuals self-employed at their own unincorporated firms, this figure was **\$22,082**. (Source: [ACS](#))

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: Wyoming Small Business Ownership, 2012

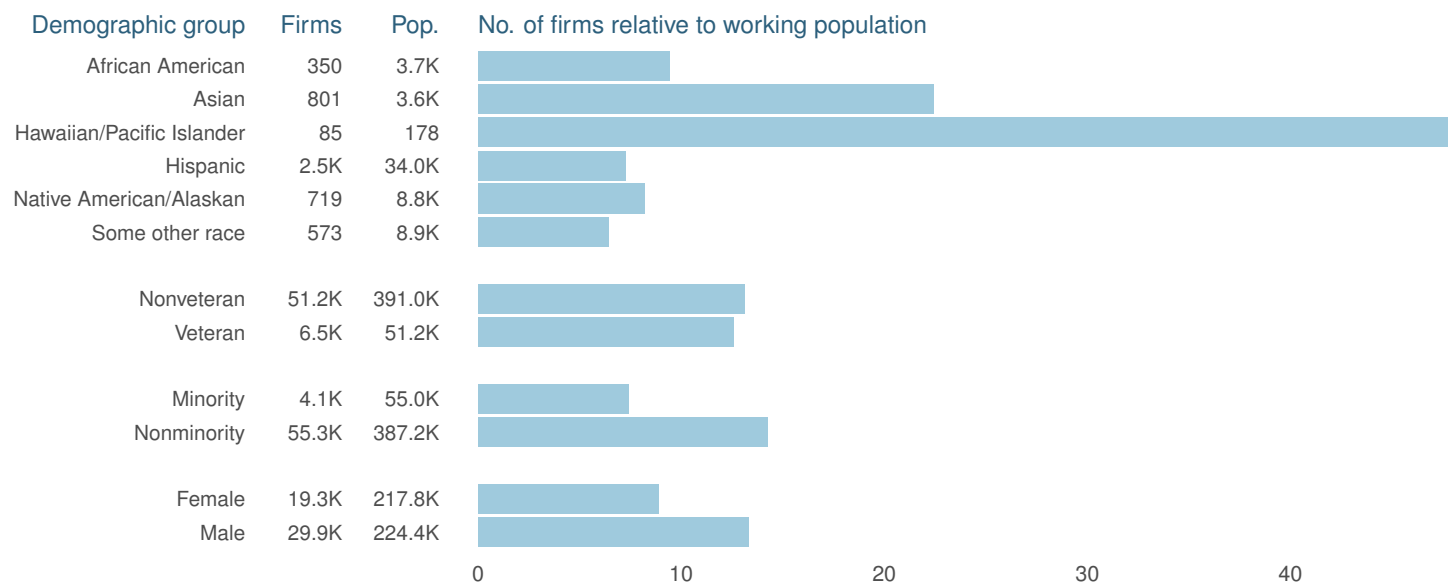
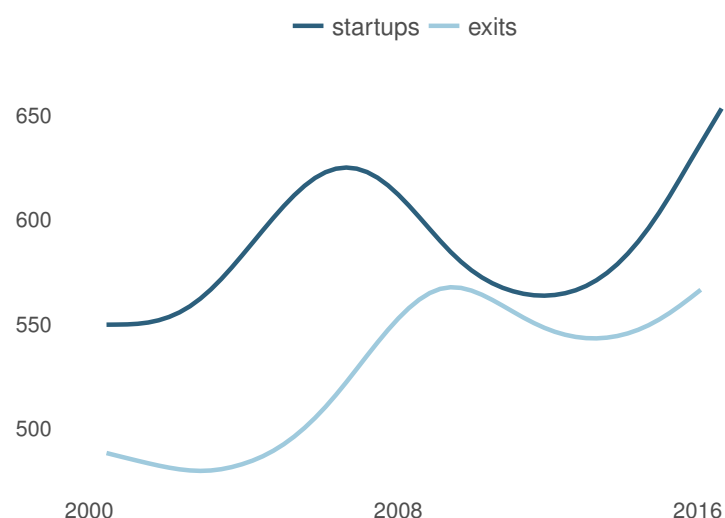


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 9 female-owned firms per 100 working age females or $19.3K \div 217.8K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: Wyoming Quarterly Startups and Exits



- In the second quarter of 2015, **584** establishments started up, generating **1,681** new jobs in Wyoming. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **663** establishments exited resulting in **1,885** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

- A total of 489 companies exported goods from Wyoming in 2014. Among these, 360, or 73.6%, were small firms; they generated 50.2% of Wyoming's \$1.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Wyoming Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	23,594	28,926	82%
Health Care and Social Assistance	20,848	31,867	65%
Construction	16,327	19,966	82%
Retail Trade	14,993	31,749	47%
Professional, Scientific, and Technical Services	8,969	10,164	88%
Other Services (Except Public Administration)	7,845	8,400	93%
Mining, Quarrying, and Oil and Gas Extraction	7,284	26,281	28%
Transportation and Warehousing	5,521	10,978	50%
Manufacturing	5,290	10,051	53%
Wholesale Trade	5,016	8,676	58%
Administrative, Support, and Waste Management	4,833	6,696	72%
Finance and Insurance	4,284	6,670	64%
Real Estate and Rental and Leasing	3,379	5,060	67%
Arts, Entertainment, and Recreation	2,570	4,068	63%
Information	2,458	4,165	59%
Educational Services	1,880	2,137	88%
Utilities	552	s	-
Agriculture, Forestry, and Fishing and Hunting	215	233	92%
Total	136,377	219,857	62%

Figure 4: Wyoming Small Business Percent of Employment by County

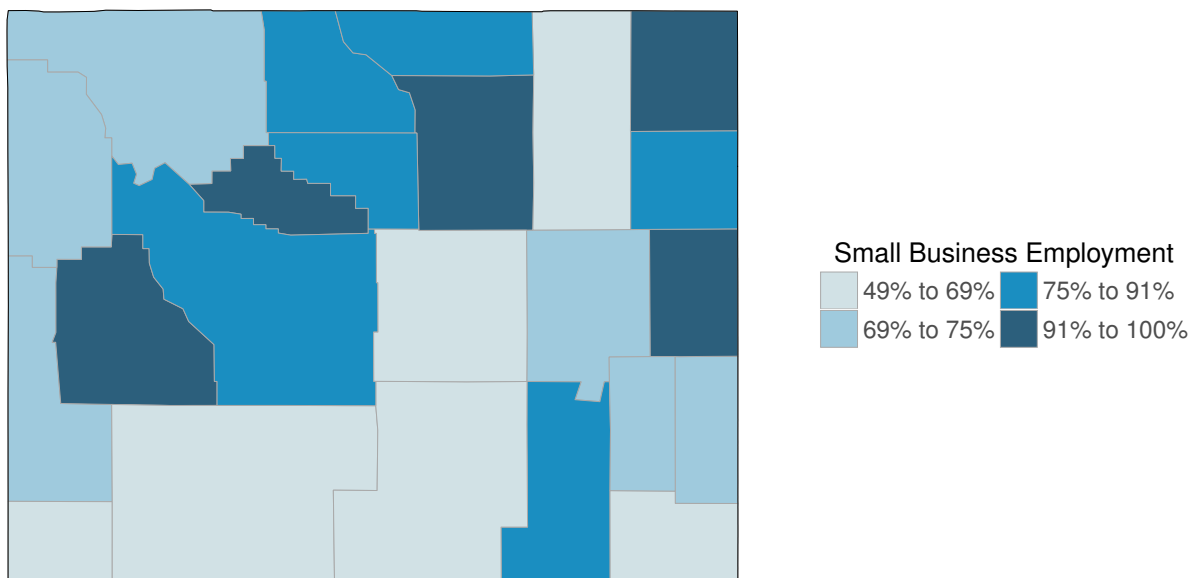
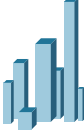






Table 2: Wyoming Small Businesses by Industry and Firm Size, 2014

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Real Estate and Rental and Leasing	972	927	7,387	8,359
Professional, Scientific, and Technical Services	2,094	1,978	5,984	8,078
Other Services (Except Public Administration)	1,704	1,635	6,151	7,855
Construction	2,563	2,383	4,671	7,234
Retail Trade	1,807	1,591	4,466	6,273
Health Care and Social Assistance	1,650	1,447	3,246	4,896
Administrative, Support, and Waste Management	885	832	3,267	4,152
Arts, Entertainment, and Recreation	423	390	2,646	3,069
Transportation and Warehousing	763	682	1,633	2,396
Accommodation and Food Services	1,529	1,200	688	2,217
Mining, Quarrying, and Oil and Gas Extraction	622	511	1,428	2,050
Finance and Insurance	583	519	1,316	1,899
Manufacturing	488	415	964	1,452
Agriculture, Forestry, and Fishing and Hunting	86	85	1,276	1,362
Educational Services	168	148	1,082	1,250
Wholesale Trade	515	377	701	1,216
Information	190	146	605	795
Utilities	34	22	65	99
Total	17,077	15,342	47,576	64,653

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

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